



List of Variables

Business Survey Service Sector

Data: 10/2004-12/2018

As of June 2019

| | |
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List of variables - Ifo Business Survey Service Sector

1. Variables of identification

2. Standard questions

3. Special questions

1. Variables of identification

| No. | Name | Label | German description |
|-------|-------------------|----------------------------|--|
| 1.1) | survey | survey | Umfrage |
| 1.2) | year | year | Erhebungsjahr |
| 1.3) | month | month | Monat |
| 1.4) | idnum | firm X address file id | Firmenidentifikationsnummer |
| 1.5) | runnum | running number of plant | Laufende Firmennummer |
| 1.6) | dl_plantnum | KT information id | 12-stellige KT Identifikationsnummer |
| 1.7) | sector_id | sector id | Sektor ID |
| 1.8) | fedstaifo | federal state (ifo-code) | Bundesland entsprechend Ifo Codierung |
| 1.9) | sector_wz03 | wz03 sector classification | Wirtschaftsbereich nach WZ03 |
| 1.10) | sector_wz08 | wz08 sector classification | Wirtschaftsbereich nach WZ08 |
| 1.11) | sector_total | ebdc sector classification | Wirtschaftsbereich nach EBDC-eigener Klassifizierung |
| 1.12) | dl_size | size range | Größenklasse |
| 1.13) | dl_size_turnover | size of turnover | Umsatzgrößenklasse |
| 1.14) | dl_size_employees | size of employees | Beschäftigtengrößenklasse |

II. Variables regarding the survey process

| No. | Name | Label | German description |
|-------|----------------------|------------------------------|-------------------------------|
| 1.15) | online | online | Fragebogen online beantwortet |
| 1.16) | survey_start | survey start | Umfragebeginn |
| 1.17) | survey_end | survey end | Umfrageende |
| 1.18) | participation_date | participation date | Teilnahmedatum |
| 1.19) | participation_hour | participation hour | Teilnahmestunde |
| 1.20) | participation_status | participation status | Teilnahmesstatus |
| 1.21) | dl_participant | participation in this survey | Teilnahme |

2. Standard questions

| No. | Name | Label | German description |
|-------|---------------------|--|--|
| 2.1) | dl_statebus | state of business (appraisal) | Beurteilung der Geschäftslage |
| 2.2) | dl_statebus_sl | state of business (VAS) | Beurteilung der Geschäftslage (Slider) |
| 2.3) | dl_statebus_clicks | state of business (clicks) | Beurteilung der Geschäftslage (Klicks) |
| 2.4) | dl_busvolqu | business volume last 3 months | Entwicklung der Geschäftslage in den letzten 3 Monaten |
| 2.5) | dl_demandsales | demand / sales volume last 2-3 months | Entwicklung der Nachfrage/des Umsatz in den letzten 2-3 Monaten |
| 2.6) | dl_demandlast | demand / sales last month versus same month of previous year | Entwicklung von Nachfrage/Umsatz im letzten Monat ggü. Vorjahresmonat |
| 2.7) | dl_orders | orders (appraisal) | Beurteilung des Auftragsbestandes |
| 2.8) | dl_employlast | employees last 2-3 months | Entwicklung der Beschäftigtenzahl in den letzten 2-3 Monaten |
| 2.9) | dl_demandexp | expected demand / sales volume for the next 2-3 months | Erwartete Entwicklung von Nachfrage/Umsatz in den nächsten 2-3 Monaten |
| 2.10) | dl_employexp | expected employees for the next 2-3 months | Erwartete Entwicklung der Beschäftigtenzahl |
| 2.11) | dl_expectbus | expected business situation for the next 6 months | Erwartete Geschäftsentwicklung in den nächsten 6 Monaten |
| 2.12) | dl_expectbus_sl | expected business situation (VAS) | Erwartete Geschäftsentwicklung (Slider) |
| 2.13) | dl_expectbus_clicks | expected business situation (clicks) | Erwartete Geschäftsentwicklung (Klicks) |
| 2.14) | dl_expectbus_unc | uncertainty w.r.t. commercial operation | Slider Unsicherheit |
| 2.15) | dl_pricenext | prices for the next 3 months | Erwartete Preisentwicklung in den nächsten 3 Monaten |
| 2.16) | dl_emplpast | development employee last month | Entwicklung der Gesamtbeschäftigtenzahl im Vormonat |
| 2.17) | dl_prvpm | prices versus past | Preise in Vergangenheit |
| 2.18) | dl_ordvpm | orders versus past | Bestand an Aufträgen in Vergangenheit |

3. Special questions

| No. | Name | Label | German description |
|-------|--------------|--|--|
| 3.1) | dl_constrbus | constraints to business activity | Behinderung der Geschäftstätigkeit |
| 3.2) | dl_lackdem | constraints by lack of demand | Behinderung der Geschäftstätigkeit durch unzureichende Nachfrage |
| 3.3) | dl_skilllack | constraints: lack of skilled labour | Behinderung der Geschäftstätigkeit durch Mangel an Fachkräften |
| 3.4) | dl_lacktec | constraints by lack of technical capacities | Behinderung der Geschäftstätigkeit durch zu geringe technische Kapazitäten |
| 3.5) | dl_finan | constraints by problems of financing | Behinderung der Geschäftstätigkeit durch Finanzierungengpässe |
| 3.6) | dl_lackroom | constraints by lack of room / business equipment | Behinderung der Geschäftstätigkeit durch Raummangel |
| 3.7) | dl_weather | constraints by weather conditions | Behinderung der Geschäftstätigkeit durch Wetterlage |
| 3.8) | dl_mplack | constraints: lack of manpower | Behinderung der Geschäftstätigkeit durch Mangel an Arbeitskräften |
| 3.9) | dl_othrea | constraints by other reasons | Behinderung der Geschäftstätigkeit durch andere Ursachen |
| 3.10) | dl_kap1 | potential of existing capacity | Potential der vorhandenen Kapazitäten |
| 3.11) | dl_kap2 | potential capacity expansion in % | Potential der vorhandenen Kapazitäten in % |
| 3.12) | dl_fambus | family business | Familienunternehmen |
| 3.13) | dl_minim1 | minimum wage q1 | Mindestlohn Frage 1 |
| 3.14) | dl_minim2 | minimum wage q2 | Mindestlohn Frage 2 |
| 3.15) | dl_minim3 | minimum wage q3 | Mindestlohn Frage 3 |
| 3.16) | dl_minim4 | minimum wage q4 | Mindestlohn Frage 4 |

| | | | |
|--------|----------------------|---|--|
| 3.17) | dl_minim5 | minimum wage q5 | Mindestlohn Frage 5 |
| 3.18) | dl_minim6 | minimum wage q6 | Mindestlohn Frage 6 |
| 3.19) | dl_minim7 | minimum wage q7 | Mindestlohn Frage 7 |
| 3.20) | dl_minim8 | minimum wage q8 | Mindestlohn Frage 8 |
| 3.21) | dl_invest_lj | total investment last year | Entwicklung der Investitionen letztes Jahr |
| 3.22) | dl_invcon_lj | investment in construction last year | Investitionen in Bauten letztes Jahr |
| 3.23) | dl_inveq_lj | investment in equipment last year | Investitionen in Ausrüstung letztes Jahr |
| 3.24) | dl_invest_dj | total investment this year | Investitionenerwartungen für das kommende Jahr |
| 3.25) | dl_invcon_dj | investment in construction this year | Erwartete Investitionen in Bauten dieses Jahr |
| 3.26) | dl_inveq_dj | investment in equipment this year | Erwartete Investitionen in Ausrüstung dieses Jahr |
| 3.27) | dl_invest_nj | total investment next year | Investitionen im kommenden Jahr, insgesamt |
| 3.28) | dl_invcon_nj | investment in construction next year | Investitionen im kommenden Jahr, Bauten |
| 3.29) | dl_inveq_nj | investment in equipment next year | Investitionen im kommenden Jahr, Ausrüstung |
| 3.30) | dl_ref1 | refugees question 1 | Flüchtlinge Frage 1 |
| 3.31) | dl_ref2 | refugees question 2 | Flüchtlinge Frage 2 |
| 3.32) | dl_ref3 | refugees question 3 | Flüchtlinge Frage 3 |
| 3.33) | dl_ref4 | refugees question 4 | Flüchtlinge Frage 4 |
| 3.34) | dl_ref5 | refugees question 5 | Flüchtlinge Frage 5 |
| 3.35) | dl_ref6 | refugees question 6 | Flüchtlinge Frage 6 |
| 3.36) | dl_ref7 | refugees question 7 | Flüchtlinge Frage 7 |
| 3.37) | dl_ref8 | refugees question 8 | Flüchtlinge Frage 8 |
| 3.38) | dl_ref9 | refugees question 9 | Flüchtlinge Frage 9 |
| 3.39) | dl_minim_post1 | affected by minimum wage | von Mindestlohn betroffen |
| 3.40) | dl_minim_post2 | no minimum wage measures | keine Mindestlohn- Maßnahmen |
| 3.41) | dl_minim_post3 | measures: employee reduction | Maßnahmen: Personalabbau |
| 3.42) | dl_minim_post4 | measures: working hour reduction | Maßnahmen: Arbeitszeitreduzierung |
| 3.43) | dl_minim_post5 | measures: increased prices | Maßnahmen: Preiserhöhungen |
| 3.44) | dl_minim_post6 | measures: decreased investment | Maßnahmen: verringerte Investitionen |
| 3.45) | dl_minim_post7 | measures: decreased special payments | Maßnahmen: Kürzungen von Sonderzahlungen |
| 3.46) | dl_minim_post8 | less minijobs | Minijobs weggefallen |
| 3.47) | dl_minim_post9 | minijobs transformed into insurable employment | Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt |
| 3.48) | dl_minim_post10 | new insurable employment | neue soz.vers.pflichtige Besch.verhältnisse |
| 3.49) | dl_minim_post11 | employment relationships did not change | keine veränderten Besch.Verhältnisse |
| 3.50) | dl_credityes | credit agreement signed | Kreditvertrag abgeschlossen |
| 3.51) | dl_creditno | credit agreement not signed | Kreditvertrag nicht abgeschlossen |
| 3.52) | dl_credituse1 | financing of ongoing operating resources | Finanzierung laufender Kreditmittel |
| 3.53) | dl_credituse2 | financing of an investment | Finanzierung einer Investition |
| 3.54) | dl_credituse3 | other financing | Sonstiger Verwendungszweck |
| 3.55) | dl_midmanager | mid tier: more than 4 managers | Mittelstand: mehr als 4 Manager |
| 3.56) | dl_midmanshare | mid tier: at least one manager has shares | Mittelstand: Mindestens ein Manager hat Anteile |
| 3.57) | dl_midyes | mid tier: company rated as mid tier | Mittelstand: Als Mittelstand eingeschätzt |
| 3.58) | dl_credit2_1 | credit seeking | Kreditverhandlungen durchgeführt |
| 3.59) | dl_credit2_2 | credit allocation | Kreditvergabe: Verhalten der Banken |
| 3.60) | dl_credit2_3 | reasons for not credit seeking | Gründe für keine Kreditverhandlungen |
| 3.61) | dl_exports | exporting services to foreign companies/persons | Export von Dienstleistungen |
| 3.62) | dl_negint | confronted with negative interest rates | Wurden Sie mit Negativzinsen konfrontiert? |
| 3.63) | dl_negint_noact | negative interest actions: none | Keine Maßnahmen |
| 3.64) | dl_negint_agree | negative interest actions: bank agreements | Verhandlungen mit Bank |
| 3.65) | dl_negint_change | negative interest actions: change of bank | Wechsel der Bank |
| 3.66) | dl_negint_inc | negative interest actions: increase of cash | Erhöhung der Bargeldhaltung |
| 3.67) | dl_negint_redas | negative interest actions: redeployment in other financial assets and settlement of credits | Umschichtung Finanzanlagen/Rückzahlung von Krediten |
| 3.68) | dl_negint_redasint | negative interest actions: redeployment of assets within company | Umschichtung des Guthabens |
| 3.69) | dl_negint_inv | negative interest actions: investing or preponing (additional) investments | Investitionen |
| 3.70) | dl_negint_oth | negative interest actions: other | Anderer |
| 3.71) | dl_negint_burden | burden of negative interest rates on profit situation | Belastung durch Negativzinsproblematik |
| 3.72) | dl_negint_banks | number of relationship banks | Wie viele Banken? |
| 3.73) | dl_ustax_sales | tax reform: percentage sales in US | US Steuerreform: prozentualer Umsatz in USA |
| 3.74) | dl_ustax_competition | tax reform: competition with US-companies | US Steuerreform: Wettbewerb mit US-Firmen |
| 3.75) | dl_ustax_shortterm | tax reform: tax burden short term | US Steuerreform: Steuerbelastung kurzfristig |
| 3.76) | dl_ustax_longterm | tax reform: tax burden long term | US Steuerreform: Steuerbelastung langfristig |
| 3.77) | dl_ustax_export | tax reform: reaction export | US Steuerreform: Reaktion Exporte |
| 3.78) | dl_ustax_import | tax reform: reaction import | US Steuerreform: Reaktion Importe |
| 3.79) | dl_ustax_invus | tax reform: reaction investment in US | US Steuerreform: Reaktion Investitionen in USA |
| 3.80) | dl_ustax_invger | tax reform: reaction investment in Germany | US Steuerreform: Reaktion Investitionen in Deutschland |
| 3.81) | dl_ustax_intelprop | tax reform: relocation of intellectual property | US Steuerreform: Verlagerung von geistigen Eigentum |
| 3.82) | dl_gdp1 | real gdp: % change comp. last year | reales BIP: prozentuale Änderung vgl. zum Vorjahr |
| 3.83) | dl_gdp2 | impact economic development on business situation | Einfluss allg. Konjunkturentwicklung auf Geschäftslage |
| 3.84) | dl_fserv | foreign services | DL für Ausland |
| 3.85) | dl_fserv_curreu | current foreign services: in another European country | aktuelle DL für Ausland: europäisches Ausland |
| 3.86) | dl_fserv_currwo | current foreign services: outside Europe | aktuelle DL für Ausland: außerhalb Europas |
| 3.87) | dl_fserv_planeu | planned foreign services: in another European country | geplante DL für Ausland: europäisches Ausland |
| 3.88) | dl_fserv_planwo | planned foreign services: outside Europe | geplante DL für Ausland: außerhalb Europas |
| 3.89) | dl_fop_need | foreign operations challenge: no need | Auslandsaktivitäten Herausforderung: kein Bedarf |
| 3.90) | dl_fop_risk | foreign operations challenge: high risk/cost of market development | Auslandsaktivitäten Herausforderung: hohe Kosten/Risiken der Markterschließung |
| 3.91) | dl_fop_qual | foreign operations challenge: no qualification | Auslandsaktivitäten Herausforderung: keine Qualifikation |
| 3.92) | dl_fop_entry | foreign operations challenge: entry barrier | Auslandsaktivitäten Herausforderung: Marktzutrittsbeschränkung |
| 3.93) | dl_fop_dem | foreign operations challenge: no demand | Auslandsaktivitäten Herausforderung: keine Nachfrage |
| 3.94) | dl_fop_ip | foreign operations challenge: protection intellectual property | Auslandsaktivitäten Herausforderung: Schutz v. geistigen Eigentum |
| 3.95) | dl_fop_stand | foreign operations challenge: different standards | Auslandsaktivitäten Herausforderung: andere Standards |
| 3.96) | dl_fop_cultb | foreign operations challenge: cultural/language barriers | Auslandsaktivitäten Herausforderung: kulturelle/sprachl. Unterschiede |
| 3.97) | dl_fop_oth | foreign operations challenge: other | Auslandsaktivitäten Herausforderung: sonstige |
| 3.98) | dl_found | founding year | Gründungsjahr |
| 3.99) | dl_forsales | sales: % in foreign country | Umsatz in Ausland (%) |
| 3.100) | dl_invit_dj | investment in Software/database this year | Investitionen in Software/Datenbanken dieses Jahr |
| 3.101) | dl_invit_nj | investment in Software/Database next year | Investitionen in Software/Datenbanken nächstes Jahr |
| 3.102) | dl_sec_management | sector - questionnaire completed in: management | Sektor - Fragebogen ausgefüllt in: Management |
| 3.103) | dl_sec_controlling | sector - questionnaire completed in: controlling | Sektor - Fragebogen ausgefüllt in: Controlling |
| 3.104) | dl_sec_marketing | sector - questionnaire completed in: marketing | Sektor - Fragebogen ausgefüllt in: Vertrieb |
| 3.105) | dl_sec_other | sector - questionnaire completed in: other | Sektor - Fragebogen ausgefüllt in: Sonstiges |

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|--------|-------------------|--|--|
| 3.106) | dl_pos_director | position - questionnaire completed by: director | Position - Fragebogen ausgefüllt von Geschäftsleitung |
| 3.107) | dl_pos_manager | position - questionnaire completed by: manager | Position - Fragebogen ausgefüllt von Abteilungsleitung |
| 3.108) | dl_pos_teamleader | position - questionnaire completed by: team leader | Position - Fragebogen ausgefüllt von Teamleiter |
| 3.109) | dl_pos_clerk | position - questionnaire completed by: clerk | Position - Fragebogen ausgefüllt von Sachbearbeiter |
| 3.110) | dl_pos_other | position - questionnaire completed by: other | Position - Fragebogen ausgefüllt von Sonstiges |

1. Variables of identification

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

1.1) **survey** survey East and West since 10/2004 monthly survey

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------|
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

1.2) **year** year East and West since 10/2004 monthly survey

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------|
| WEST | | | | | | | | | | Year of survey |
| EAST | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

1.3) **month** month East and West since 10/2004 monthly survey

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------|
| WEST | | | | | | | | | | Month |
| EAST | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

1.4) **idnum** firm X adress file id East and West since 10/2004 monthly survey

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|-----------------------------------|
| WEST | | | | | | | | | | Firm X adress file id 7 digits |
| EAST | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|------|--------|-------------------------|---|-------------------------|
| 1.5) | runnum | running number of plant | East and West since 10/2004 | monthly survey |
| | | | 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | Further information |
| | | | WEST | running number of plant |
| | | | EAST | |
| | | | 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 | |
| | | | WEST | |
| | | | EAST | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|-------------------|---|--|
| 1.6) | dl_plantnum | KT information id | East and West since 10/2004 | monthly survey |
| | | | 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | Further information |
| | | | WEST | KT information id, 12 digits, created with DL-branch number |
| | | | EAST | |
| | | | 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 | digit 1-5: 1.5) sec Economic sector |
| | | | WEST | digit 6-7: 1.15) fedstaifo federal state according to ifo code |
| | | | EAST | digit 8-12: 1.11) runnum running firm number |

| No. | Name | Label | Survey period | Survey frequency |
|------|-----------|-----------|---|---------------------|
| 1.7) | sector_id | sector id | East and West since 10/2004 | monthly survey |
| | | | 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | Further information |
| | | | WEST | |
| | | | EAST | |
| | | | 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 | |
| | | | WEST | |
| | | | EAST | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-----------|--------------------------|---|---|
| 1.8) | fedstaifo | federal state (ifo-code) | East and West since 10/2004 | monthly survey |
| | | | 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | Further information |
| | | | WEST | federal state according to ifo code |
| | | | EAST | |
| | | | 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 | 1 "[01] Berlin West" 9 "[09] Baden-Wuerttemberg" |
| | | | WEST | 2 "[02] Schleswig-Holstein" 10 "[10] Bavaria" |
| | | | EAST | 3 "[03] Hamburg" 11 "[11] Saarland" |
| | | | | 4 "[04] Bremen" 12 "[12] Mecklenburg-Western-Pomerania" |
| | | | | 5 "[05] Lower Saxony" 13 "[13] Brandenburg (incl. Berlin East)" |
| | | | | 6 "[06] Nordrhine-Westphalia" 14 "[14] Saxony-Anhalt" |
| | | | | 7 "[07] Rhineland-Palatinate" 15 "[15] Saxony" |
| | | | | 8 "[08] Hesse" 16 "[16] Thuringia" |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|----------------------------|---|--------------------------|
| 1.9) | sector_wz03 | wz03 sector classification | East and West 10/2004 to 03/2011 | monthly survey |
| | | | 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | Further information |
| | | | WEST | Sector according to WZ03 |
| | | | EAST | |
| | | | 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|----------------------------|-----------------------|------------------|
| 1.10) | sector_wz08 | wz08 sector classification | East and West 01/2005 | once |

East and West since 04/2011 monthly survey

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------------------|
| | | | | | | | WEST | | | Sector according to WZ08 |
| | | | | | | | EAST | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

No. Name Label Survey period Survey frequency

1.11) sector_total ebdc sector classification East and West since 10/2004 monthly

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|--|
| | | | | | | | WEST | | | Sector according to the EBDC |
| | | | | | | | EAST | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| | | | | | | | | | | [1] agriculture, hunting and related activities |
| | | | | | | | | | | [5] mining |
| | | | | | | | | | | [10] publishing industry, printing industry, reproduction of recorded sound, image and data storage media |
| | | | | | | | | | | [25] repair and installation of machines and equipment |
| | | | | | | | | | | [26] recycling |
| | | | | | | | | | | [27] energy and water supply |
| | | | | | | | | | | [28] effluent, waste and other disposal |
| | | | | | | | | | | [29] construction industry |
| | | | | | | | | | | [30] vehicle trade, maintenance and repair of vehicles, gas stations |
| | | | | | | | | | | [31] wholesale and trade mediation |
| | | | | | | | | | | [32] retail (without vehicle trade and gas stations), repair of goods |
| | | | | | | | | | | [33] transport, auxiliary and secondary activities for transport |
| | | | | | | | | | | [34] postal, courier and express services |
| | | | | | | | | | | [35] hospitality, lodging, gastronomy |
| | | | | | | | | | | [36] publishing; movie and tv show production and distribution; cinemas; recording studios and music publishing |
| | | | | | | | | | | [37] broadcasting; telecommunications; information and information technology services; news communications |
| | | | | | | | | | | [38] financial and insurance services |
| | | | | | | | | | | [39] real estate and housing business |
| | | | | | | | | | | [40] data processing and databases |
| | | | | | | | | | | [41] law, tax and business consultancy, auditing, administration and governance of businesses |
| | | | | | | | | | | [42] architecture and engineering offices; technical, physical and chemical analysis; other freelance, scientific and technical activities |
| | | | | | | | | | | [43] research and development |
| | | | | | | | | | | [44] advertisement and market research |
| | | | | | | | | | | [45] other economic services |
| | | | | | | | | | | [46] renting of movable objects |
| | | | | | | | | | | [47] mediation and assignment of manpower |
| | | | | | | | | | | [48] travel agencies, travel business and other booking services |
| | | | | | | | | | | [49] sentry and security services, investigative agencies |
| | | | | | | | | | | [50] facility maintenance, horticulture, landscaping |
| | | | | | | | | | | [51] public administration, defense, social insurance |
| | | | | | | | | | | [52] education |
| | | | | | | | | | | [53] health, veterinary and social sector; asylums |
| | | | | | | | | | | [54] predominantly personal services (e.g.: entertaining activities, libraries, museums, botanical gardens, sports, recreation services) |
| | | | | | | | | | | [55] advocacy, church and other associations (without social services, culture and sports) |
| | | | | | | | | | | [56] repair of data processing devices and goods |
| | | | | | | | | | | [57] other services |
| | | | | | | | | | | [60] extraterritorial organisations and entities; |

No. Name Label Survey period Survey frequency

1.12) dl_size size range East and West since 04/2011 monthly survey

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|----------------------|
| | | | | | | | WEST | | | Size range |
| | | | | | | | EAST | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| | | | | | | | | | | [1] <250000 Euro |
| | | | | | | | | | | [2] 250000 - 1m Euro |
| | | | | | | | | | | [3] 1m - 5m Euro |
| | | | | | | | | | | [4] 5m - 10m Euro |
| | | | | | | | | | | [5] 10m - 25m Euro |
| | | | | | | | | | | [6] >25m Euro |
| | | | | | | | | | | turnover |
| | | | | | | | | | | dl_size |
| | | | | | | | | | | weight* |
| | | | | | | | | | | <50000 Euro |
| | | | | | | | | | | 1 |
| | | | | | | | | | | 1 |

| | | | |
|--------------------------|----|---|----|
| 50000 - 100000 Euro | 2 | 1 | 2 |
| 100000 - 250000 Euro | 3 | | 3 |
| 250000 - 500000 Euro | 4 | 2 | 4 |
| 500000 - 1mill. Euro | 5 | | 5 |
| 1mill. - 2mill. Euro | 6 | 3 | 6 |
| 2mill. - 5mill. Euro | 7 | | 7 |
| 5mill. - 10mill. Euro | 8 | 4 | 8 |
| 10mill. - 25mill. Euro | 9 | 5 | 9 |
| 25mill. - 50mill. Euro | 10 | 6 | 10 |
| 50mill. - 100mill. Euro | 11 | | |
| 100mill. - 250mill. Euro | 12 | | |
| 250mill. - 500mill. Euro | 13 | | |
| 500mill. - 1mrd. Euro | 14 | | |
| 1mrd. - 2mrd. Euro | 15 | | |
| 2mrd. - 5mrd. Euro | 16 | | |
| 5mrd. - 10 mrd. Euro | 17 | | |
| 10mrd. - 25mrd. Euro | 18 | | |
| 25mrd. - 50mrd. Euro | 19 | | |
| 50mrd. - 100mrd. Euro | 20 | | |
| >100mrd. Euro | 21 | | |

* not included in the panel anymore
(could be generated via dl_size_turnover)

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------------|------------------|---|----------------------------|
| 1.13) | dl_size_turnover | size of turnover | East and West since 01/2010 | monthly survey |
| | | | 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | Further information |
| | | | | Size of turnover |
| | | | | specification of dl_size |
| | | | | [0] >no information |
| | | | | [1] <50000 Euro |
| | | | | [2] 50000 - 100000 Euro |
| | | | | [3] 100000 - 250000 Euro |
| | | | | [4] 250000 - 500000 Euro |
| | | | | [5] 500000 - 1m Euro |
| | | | | [6] 1m - 2m Euro |
| | | | | [7] 2m - 5m Euro |
| | | | | [8] 5m - 10m Euro |
| | | | | [9] 10m - 25m Euro |
| | | | | [10] 25m - 50m Euro |
| | | | | [11] 50m - 100m Euro |
| | | | | [12] 100m - 250m Euro |
| | | | | [13] 250m - 500m Euro |
| | | | | [14] 500m-1mrd. Euro |
| | | | | [15] 1mrd.-2mrd. Euro |
| | | | | [16] 2mrd - 5mrd. Euro |
| | | | | [17] 5mrd. - 10 mrd. Euro |
| | | | | [18] 10mrd. - 25mrd. Euro |
| | | | | [19] 25mrd. - 50mrd. Euro |
| | | | | [20] 50mrd. - 100mrd. Euro |
| | | | | [21] >100mrd. Euro |

| turnover | dl_size_turnover (Umsatzgrößen- klasse) | dl_size (Umsatzgrößenklasse in Größenklasse) | weight* (Umsatzgrößenklasse in Gewicht) |
|-----------------------------|---|--|---|
| <50000 Euro | 1 | 1 | 1 |
| 50000 - 100000 Euro | 2 | | 2 |
| 100000 - 250000 Euro | 3 | | 3 |
| 250000 - 500000 Euro | 4 | 2 | 4 |
| 500000 - 1mill. Euro | 5 | | 5 |
| 1mill. - 2mill. Euro | 6 | 3 | 6 |
| 2mill. - 5mill. Euro | 7 | | 7 |
| 5mill. - 10mill. Euro | 8 | 4 | 8 |
| 10mill. - 25mill. Euro | 9 | 5 | 9 |
| 25mill. - 50mill. Euro | 10 | 6 | 10 |
| 50mill. - 100mill. Euro | 11 | | |
| 100mill. - 250mill. Euro | 12 | | |
| 250mill. - 500mill. Euro | 13 | | |
| 500mill. - 1mrd. Euro | 14 | | |
| 1mrd. -2mrd. Euro | 15 | | |
| 2mrd. - 5mrd. Euro | 16 | | |
| 5mrd. - 10 mrd. Euro | 17 | | |
| 10mrd. - 25mrd. Euro | 18 | | |
| 25mrd. - 50mrd. Euro | 19 | | |
| 50mrd. - 100mrd. Euro | 20 | | |
| >100mrd. Euro | 21 | | |

* not included in the panel anymore
(could be generated via dl_size_turnover)

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-------------------|-----------------------------|------------------|
| 1.14) | size_empl | size of employees | East and West since 05/2012 | monthly survey |

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|------|------|------|------|------|------|------|------|------|------|---------------------|
| | | | | | | | | WEST | | Size of employees |
| | | | | | | | | EAST | | |
| | | | | | | | | | | [0] >no information |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | [1] <=4 |
| | | | | | | | | | | [2] 5 - 9 |
| WEST | | | | | | | | | | [3] 10 - 19 |
| EAST | | | | | | | | | | [4] 20 - 49 |
| | | | | | | | | | | [5] 50 - 99 |
| | | | | | | | | | | [6] 100 - 249 |
| | | | | | | | | | | [7] 250 - 499 |
| | | | | | | | | | | [8] 500 - 999 |
| | | | | | | | | | | [9] 1000 - 1999 |
| | | | | | | | | | | [10] 2000 - 4999 |
| | | | | | | | | | | [11] 5000 - 9999 |
| | | | | | | | | | | [12] 10000 - 19999 |
| | | | | | | | | | | [13] 20000 - 49999 |
| | | | | | | | | | | [14] >=50000 |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------|--------|-----------------------------|------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|---|
| 1.15) | online | online | East and West since 10/2004 | monthly survey | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> <tr> <td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td> </tr> <tr> <td colspan="5">WEST</td> <td colspan="5"></td> </tr> <tr> <td colspan="5">EAST</td> <td colspan="5"></td> </tr> </tbody> </table> | | | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | | <p>Further information</p> <p>[1] fax [2] online [3] continuous text mail [4] pdf-mail [5] manually collected</p> |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------|--------------|-----------------------------|------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|---|
| 1.16) | survey_start | survey_start | East and West since 02/2005 | monthly survey | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> <tr> <td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td> </tr> <tr> <td colspan="2">WEST</td> <td colspan="8"></td> </tr> <tr> <td colspan="2">EAST</td> <td colspan="8"></td> </tr> </tbody> </table> | | | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | | <p>Further information</p> <p>Start of survey</p> <p>Only refers to the participants who answered the questionnaire online.</p> |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------------|------------|-----------------------------|------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|---|
| 1.17) | survey_end | survey_end | East and West since 02/2005 | monthly survey | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------|--------------------|--|----------------------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|------|--|--|--|--|--|--|--|------|--|--|
| 1.18) | participation_date | participation date | East and West 02/2005-05/2014 East and West since 04/2018 | monthly survey monthly survey | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------|--------------------|--|----------------------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|------|--|--|--|--|--|--|--|------|--|--|
| 1.19) | participation_hour | participation hour | East and West since 02/2005 East and West since 04/2018 | monthly survey monthly survey | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|----------------------|----------------------|-----------------------------|------------------|
| 1.20) | participation_status | participation status | East and West since 02/2005 | monthly survey |

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|--------------|------|------|------|------|------|------|------|------|------|--|
| WEST EAST | | | | | | | | | | Participation status Only refers to the participants who answered the questionnaire online. [1] complete [2] reworked [3] incomplete [4] not answered [5] ausgefüllt |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|----------------|------------------------------|--|----------------------------------|
| 1.21) | dl_participant | participation in this survey | West since 10/2004 East since 10/2004 | monthly survey monthly survey |

| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | Further information |
|-------------|------|------|------|------|------|------|------|------|------|---|
| WEST OST | | | | | | | | | | introduced in 04/2018 Participation in this survey: [0] No [1] Yes Calculation of variable: 1, if data of online and statebus or comexp exists, 0 otherwise 1991-03/2018 variable=1, since 04/2018 variable can be 0 or 1 (due to a change in delivered data) 07 & 08/2018 only data of participants was delivered |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| WEST OST | | | | | | | | | | |

2. Standard questions

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|-------------------------------|-----------------------------|------------------|
| 2.1) | dl_statebus | state of business (appraisal) | East and West since 10/2004 | monthly survey |

Wording of question

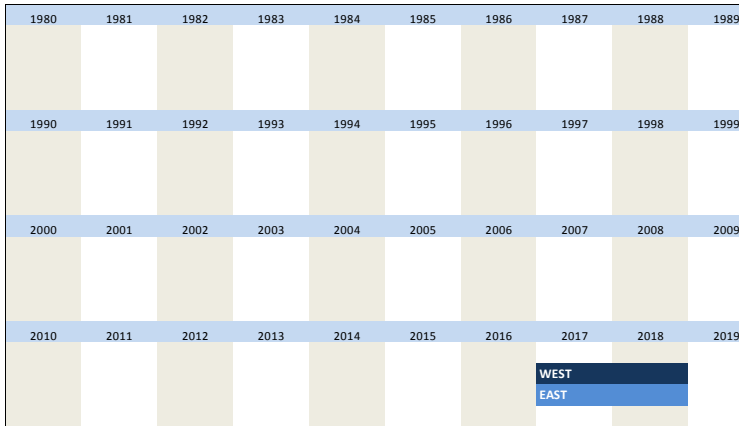
| since 10/2004 | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|-----------------|------|-----------------|------|---------|------|------------------------------------|------|------|--------------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--------------|--|--|--|--|--|--|--|--|--|
| <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> <table border="1"> <tr> <td rowspan="3">1. We evaluate our state of business currently to be</td> <td>good [1]</td> <td></td> </tr> <tr> <td>satisfiable [2]</td> <td></td> </tr> <tr> <td>bad [3]</td> <td></td> </tr> </table> | 1. We evaluate our state of business currently to be | good [1] | | satisfiable [2] | | bad [3] | | Appraisal of the state of business | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1. We evaluate our state of business currently to be | | good [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | satisfiable [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | bad [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST EAST</td> </tr> <tr> <th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th><th>2020</th><th>2021</th><th>2022</th><th>2023</th> </tr> <tr> <td colspan="10">WEST EAST</td> </tr> </tbody> </table> | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST EAST | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|----------------|-------------------------|--|----------------------------------|
| 2.2) | dl_statebus_sl | state of business (VAS) | West since 01/2017 East since 01/2017 | monthly survey monthly survey |

Wording of question

| since 01/2017 | Further information |
|--|---|
| <p>Current situation</p> <p>We consider our state of business for XY to be</p> <p style="text-align: center;"> ----- ----- ----- ----- </p> <p style="text-align: center;">0-bad 50-satisfiable 100-good</p> <p>Other than the variable 2.1) dl_statebus the state of business is rated based on a visual analog scale</p> | Appraisal of the state of business (VAS) online only 2.1) dl_statebus |

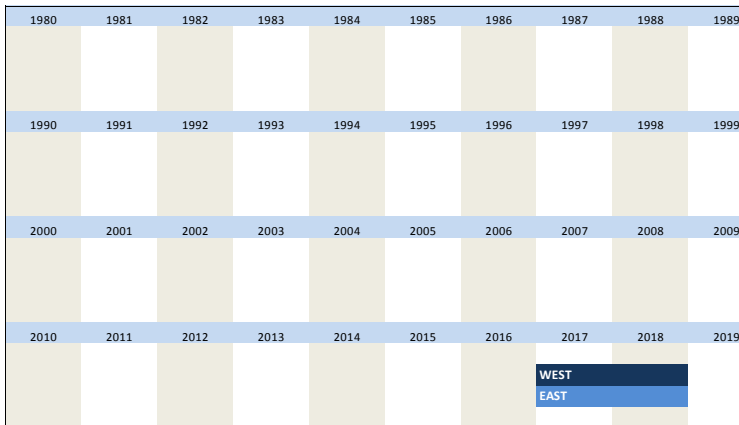
Time span of variable



The presentation of the online slider changed over the last years (e.g. sometimes a dash was displayed in the middle of the slider or the exact number that was clicked). Therefore an accumulation at 50 and other round figures is observable. Without these features displayed the distribution is smoother.
01/2017-12/2018: presentation with dash in the middle, with the exact number clicked and label in the middle of the slider

| No. | Name | Label | Survey period | Survey frequency |
|------|--------------------|----------------------------|--|----------------------------------|
| 2.3) | dl_statebus_clicks | state of business (clicks) | West since 01/2017 East since 01/2017 | monthly survey monthly survey |

Time span of variable



Further information
Appraisal of the state of business (Clicks)
Number of clicks for question 2.2) dl_statebus_sl online only

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|-------------------------------|-----------------------------|------------------|
| 2.4) | dl_busvolqu | business volume last 3 months | East and West since 10/2004 | monthly survey |

Wording of question

since 10/2004

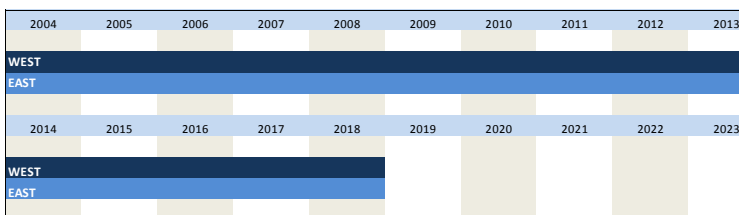
Information about your own company (domestic)

Current situation (appraisal and development)

| | | |
|---|-----------------|--|
| 2. During the last 3 months our business volume has | increased [1] | |
| | not changed [2] | |
| | decreased [3] | |

Further information
Development of the business volume during the last 3 months

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|-----------------|------|-----------------|------|---------------|------|---|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>10/2004 - 06/2018</p> <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> <table border="1"> <tr> <td rowspan="3">3a. During the last 2-3 months the demand* for our services or our sales volume* has</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | 3a. During the last 2-3 months the demand* for our services or our sales volume* has | increased [1] | | not changed [2] | | decreased [3] | | <p>Further information</p> <p>Development of demand/sales volume during the last 2-3 months</p> <p>*Incl. Foreign demand/ sales volume</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3a. During the last 2-3 months the demand* for our services or our sales volume* has | | increased [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | not changed [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | decreased [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>since 07/2018</p> <table border="1"> <tr> <td rowspan="3">During the last 3 months our sales volume* has</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | During the last 3 months our sales volume* has | increased [1] | | not changed [2] | | decreased [3] | | <p>*Incl. Foreign sales volume</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| During the last 3 months our sales volume* has | | increased [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | not changed [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | decreased [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> <tr> <td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td> </tr> <tr> <td colspan="5">WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td colspan="5">EAST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|-----------------|------|-----------------|------|---------------|------|--|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>10/2004 - 04/2009</p> <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> <table border="1"> <tr> <td rowspan="3">3b. Compared to the same month of last year our demand* or sales volume [...] last month has</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | 3b. Compared to the same month of last year our demand* or sales volume [...] last month has | increased [1] | | not changed [2] | | decreased [3] | | <p>Further information</p> <p>demand/ sales volume last month versus same month of previous year</p> <p>*Incl. Foreign demand/ sales volume</p> | | | | | | | | | | | | | | | | | | | | | | | |
| 3b. Compared to the same month of last year our demand* or sales volume [...] last month has | | increased [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | not changed [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | decreased [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>05/2009 - 06/2018</p> <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> <table border="1"> <tr> <td rowspan="3">3b. Compared to the same month of last year our demand* or sales volume [...] in the previous month has</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | 3b. Compared to the same month of last year our demand* or sales volume [...] in the previous month has | increased [1] | | not changed [2] | | decreased [3] | | <p>*Incl. Foreign sales volume</p> <p>XX 20XX = previous month and actual year YY 20YY = previous month and previous year (e.g. if question is posed in 07/2018 => XX 20XX=June 2018 & YY 20YY = June 2017) Compares to the same month of last year</p> | | | | | | | | | | | | | | | | | | | | | | | |
| 3b. Compared to the same month of last year our demand* or sales volume [...] in the previous month has | | increased [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | not changed [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | decreased [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>since 07/2018</p> <table border="1"> <tr> <td rowspan="3">Our sales volume has ... in XX 20XX compared to YY 20YY</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | Our sales volume has ... in XX 20XX compared to YY 20YY | increased [1] | | not changed [2] | | decreased [3] | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | not changed [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| <p>Time span of variable</p> <table border="1"> <tr> <td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|------|------|------|------|------|------|------|------|------|------|
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|-----------|--------------------|-----------------------------|----------------|
| 2.7) | dl_orders | orders (appraisal) | East and West since 10/2004 | monthly survey |
|------|-----------|--------------------|-----------------------------|----------------|

Wording of question

| since 10/2004 | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|---------------------|------|----------------|------|---------------|------|---------------------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> <table border="1"> <tr> <td rowspan="3">4. We evaluate our order backlog to be (given that an order backlog is typical for the branch)</td> <td>relatively high [1]</td> <td></td> </tr> <tr> <td>sufficient [2]</td> <td></td> </tr> <tr> <td>too small [3]</td> <td></td> </tr> </table> | 4. We evaluate our order backlog to be (given that an order backlog is typical for the branch) | relatively high [1] | | sufficient [2] | | too small [3] | | Appraisal of orders | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4. We evaluate our order backlog to be (given that an order backlog is typical for the branch) | | relatively high [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | sufficient [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | too small [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|---------------|---------------------------|--|----------------|
| 2.8) | dl_employlast | employees last 2-3 months | East and West since 10/2004 to 06/2018 | monthly survey |
|------|---------------|---------------------------|--|----------------|

Wording of question

| 10/2004 - 06/2018 | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|-----------------|------|-----------------|------|---------------|------|---|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> <table border="1"> <tr> <td rowspan="3">5. During the last 2-3 months the number of our employees has</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | 5. During the last 2-3 months the number of our employees has | increased [1] | | not changed [2] | | decreased [3] | | <p>Development of the number of employees during the last 2-3 months</p> <p>This question was posed till 06/2018, since 07/2018 the same question is posed regarding the previous month (see dl_emplpast)</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 5. During the last 2-3 months the number of our employees has | | increased [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | not changed [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | decreased [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>2004</th> <th>2005</th> <th>2006</th> <th>2007</th> <th>2008</th> <th>2009</th> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> <tr> <td colspan="10"> </td> </tr> <tr> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> <th>2020</th> <th>2021</th> <th>2022</th> <th>2023</th> </tr> <tr> <td colspan="5">WEST</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="5">EAST</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------|--------------|--|---------------------------------|----------------|
| 2.9) | dl_demandexp | expected demand / sales volume for the next months | 2-3 East and West since 10/2004 | monthly survey |
|------|--------------|--|---------------------------------|----------------|

Wording of question

| 10/2004 - 06/2018 | Further information | | | |
|---|---------------------|----------------|--|---|
| <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> <table border="1"> <tr> <td></td> <td>increasing [1]</td> <td></td> </tr> </table> | | increasing [1] | | <p>Expected demand/ sales volume for the next 2-3 months</p> <p>*Incl. Foreign demand/ sales volume</p> |
| | increasing [1] | | | |

| | | | | | | | | | |
|--|------|------------------|------|------|------|------|------|------|------|
| 6. During the next 2-3 months the demand* for our services or our sales volume will be | | not changing [2] | | | | | | | |
| | | decreasing [3] | | | | | | | |
| since 07/2018 | | | | | | | | | |
| Plans and Expectations regarding the next 3 month | | | | | | | | | |
| Our sales* volume will be | | increasing [1] | | | | | | | |
| | | not changing [2] | | | | | | | |
| | | decreasing [3] | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

*Incl. Foreign sales volume

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|--|-----------------------------|----------------|
| 2.10) | dl_employexp | expected employees for the next 2-3 months | East and West since 10/2004 | monthly survey |
|-------|--------------|--|-----------------------------|----------------|

Wording of question

| | | | | | | | | | |
|--|------|---|------|------|------|------|------|------|------|
| since 10/2004 | | Further information | | | | | | | |
| <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> | | <p>Expected development of number of employees during the next 2-3 months</p> | | | | | | | |
| 7. During the next 2-3 months the number of employees will be | | increasing [1] | | | | | | | |
| | | not changing [2] | | | | | | | |
| | | decreasing [3] | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|---|-----------------------------|----------------|
| 2.11) | dl_expectbus | expected business situation for the next 6 months | East and West since 10/2004 | monthly survey |
|-------|--------------|---|-----------------------------|----------------|

Wording of question

| | | | | | | | | | |
|--|------|--|------|------|------|------|------|------|------|
| since 10/2004 | | Further information | | | | | | | |
| <p>Information about your own company (domestic)</p> <p>Current situation (appraisal and development)</p> | | <p>Expected business situation for the next 6 months</p> | | | | | | | |
| 8. During the next 6 months our business situation will be | | more favourable [1] | | | | | | | |
| | | not changing [2] | | | | | | | |
| | | less favourable [3] | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | | | | | | |

| EAST | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|--------------------------------------|--|----------------------------------|
| 2.12) | dl_expectbus_sl | expected commercial operations (VAS) | West since 01/2017 East since 01/2017 | monthly survey monthly survey |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>since 01/2017</p> <p>Expectations for the next 6 months</p> <p>In cyclical regards our state of business for XY will be</p> <p style="text-align: center;"> ----- ----- ----- ----- </p> <p style="text-align: center;">0- be rather less favourable 50- stay about the same 100- rather more favourable</p> <p style="text-align: center;">Other than the variable 2.11) dl_comexp the expected commercial is rated based on a visual analog scale</p> | <p>Further information</p> <p>Expected commercial (VAS)</p> <p>online only</p> <p>The presentation of the online-Slider changed over the last years (e.g. sometimes a dash was displayed in the middle of the slider or the exact number that was clicked). Therefore an accumulation at 50 and other round figures is observable. Without these features displayed the distribution is smoother.</p> <p>01/2017-12/2018: presentation with dash in the middle, with the exact number clicked and label in the middle of the slider</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p style="text-align: right;">WEST EAST</p> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------------|---|--|----------------------------------|
| 2.13) | dl_expectbus_clicks | expected commercial operations (clicks) | West since 01/2017 East since 01/2017 | monthly survey monthly survey |

Time span of variable

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---|
| <table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p style="text-align: right;">WEST EAST</p> | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | <p>Further information</p> <p>Number of clicks for question 2.12) dl_expectbus_sl</p> <p>online only</p> |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------------|---|--|----------------------------------|
| 2.14) | dl_expectbus_unc | uncertainty w.r.t. commercial operation | West since 07/2017 East since 07/2017 | monthly survey monthly survey |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| since 07/2017 We assess the uncertainty conguarding our commercial operation in the next 6 month as | Further information The presentation of the online-Slider changed over the last years (e.g. sometimes a dash was displayed in the middle of the slider or the exact numer that was clicked). Therefore an accumulation at 50 and other round figures is observable. Without these features displayed the distribution is smoother. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | 07/2017-12/2018: presentation with dash in the middle, with the exact numer clicked and label in the middle of the slider online only | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>WEST</td></tr> <tr><td>EAST</td></tr> </table> | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------------------|------------------------------|-----------------------------|----------------|
| 2.15) | dl_pricenext | prices for the next 3 months | East and West since 10/2004 | monthly survey |
|-------|---------------------|------------------------------|-----------------------------|----------------|

Wording of question

| | | | | | | | | | | | |
|--|--|----------------|------|------|------------------|------|------|----------------|------|--|--|
| since 10/2004 Information about your own company (domestic) Current situation (appraisal and development) <table border="1" style="width: 100%;"> <tr> <td style="width: 70%; text-align: center;"> 9. During the next 3 months the prices for our services will be </td> <td style="width: 15%; text-align: center;"> increasing [1] </td> <td style="width: 15%;"></td> </tr> <tr> <td></td> <td style="text-align: center;"> not changing [2] </td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;"> decreasing [3] </td> <td></td> </tr> </table> | 9. During the next 3 months the prices for our services will be | increasing [1] | | | not changing [2] | | | decreasing [3] | | Further information Expected development of prices for the next 3 months | |
| 9. During the next 3 months the prices for our services will be | increasing [1] | | | | | | | | | | |
| | not changing [2] | | | | | | | | | | |
| | decreasing [3] | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </table> | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | |
| | <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>WEST</td></tr> <tr><td>EAST</td></tr> </table> | WEST | EAST | | | | | | | | |
| WEST | | | | | | | | | | | |
| EAST | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td></tr> </table> | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | |
| | <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>WEST</td></tr> <tr><td>EAST</td></tr> </table> | WEST | EAST | | | | | | | | |
| WEST | | | | | | | | | | | |
| EAST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------------|---------------------------------|-----------------------------|----------------|
| 2.16) | dl_emplpast | development employee last month | East and West since 07/2018 | monthly survey |
|-------|--------------------|---------------------------------|-----------------------------|----------------|

Wording of question

| | | | | | | | | | | |
|--|---|---------------|--|--|-----------------|--|--|---------------|--|--|
| since 07/2018 - 10/2018 <table border="1" style="width: 100%;"> <tr> <td style="width: 70%; text-align: center;"> In XX the number of our employees... </td> <td style="width: 15%; text-align: center;"> increased [1] </td> <td style="width: 15%;"></td> </tr> <tr> <td></td> <td style="text-align: center;"> not changed [2] </td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;"> decreased [3] </td> <td></td> </tr> </table> | In XX the number of our employees... | increased [1] | | | not changed [2] | | | decreased [3] | | Further information XX= previous month (July 2018: XX= June 2018) This question is posed since 07/2018. The same question was posed regarding the previous 2-3 month (see dl_employlast) from 10/2004 till 06/2018) |
| In XX the number of our employees... | increased [1] | | | | | | | | | |
| | not changed [2] | | | | | | | | | |
| | decreased [3] | | | | | | | | | |
| since 11/2018 <table border="1" style="width: 100%;"> <tr> <td style="width: 70%; text-align: center;"> In XX (=previous month) compared to XX-1 (preprevious month) the number of our employees... </td> <td style="width: 15%; text-align: center;"> increased [1] </td> <td style="width: 15%;"></td> </tr> <tr> <td></td> <td style="text-align: center;"> not changed [2] </td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;"> decreased [3] </td> <td></td> </tr> </table> | In XX (=previous month) compared to XX-1 (preprevious month) the number of our employees... | increased [1] | | | not changed [2] | | | decreased [3] | | |
| In XX (=previous month) compared to XX-1 (preprevious month) the number of our employees... | increased [1] | | | | | | | | | |
| | not changed [2] | | | | | | | | | |
| | decreased [3] | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.17) dl_prvpm prices versus past East and West since 07/2018 monthly survey

Wording of question

| | | | | | | | | |
|--|--|---------------------|--|---------------------|--|---------------|--|--|
| <p>from 07/2018 to 10/2018</p> <table border="1"> <tr> <td rowspan="3">Our prices ... in the previous month</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>stayed the same [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | Our prices ... in the previous month | increased [1] | | stayed the same [2] | | decreased [3] | | <p>Further information XX= previous month (July 2018: XX= June 2018)</p> |
| Our prices ... in the previous month | | increased [1] | | | | | | |
| | | stayed the same [2] | | | | | | |
| | decreased [3] | | | | | | | |
| <p>since 11/2018</p> <table border="1"> <tr> <td rowspan="3">Our prices ... in XX (=previous month) compared to XX-1 (=preprevious month)</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>stayed the same [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | Our prices ... in XX (=previous month) compared to XX-1 (=preprevious month) | increased [1] | | stayed the same [2] | | decreased [3] | | |
| Our prices ... in XX (=previous month) compared to XX-1 (=preprevious month) | | increased [1] | | | | | | |
| | | stayed the same [2] | | | | | | |
| | decreased [3] | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.18) dl_ordvpm orders versus past East and West since 07/2018 monthly survey

Wording of question

| | | | | | | | | |
|---|---|-----------------|--|-----------------|--|---------------|--|--|
| <p>from 07/2018 to 10/2018</p> <table border="1"> <tr> <td rowspan="3">In XX of our order backlog has</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | In XX of our order backlog has | increased [1] | | not changed [2] | | decreased [3] | | <p>Further information XX= previous month (July 2018: XX= June 2018)</p> |
| In XX of our order backlog has | | increased [1] | | | | | | |
| | | not changed [2] | | | | | | |
| | decreased [3] | | | | | | | |
| <p>since 11/2018</p> <table border="1"> <tr> <td rowspan="3">In XX (=previous month) compared to XX-1 (=preprevious month) our order backlog has</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | In XX (=previous month) compared to XX-1 (=preprevious month) our order backlog has | increased [1] | | not changed [2] | | decreased [3] | | |
| In XX (=previous month) compared to XX-1 (=preprevious month) our order backlog has | | increased [1] | | | | | | |
| | | not changed [2] | | | | | | |
| | decreased [3] | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

3. Special questions

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1) **dl_constrbus** constraints to business activity East and West since 10/2004 inquired in Jan, Apr, July, Oct

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------|--------|--|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>yes [1]</td> <td>no [2]</td> </tr> </table> | yes [1] | no [2] | <p>Further information</p> <p>Constraints to business activity</p> <p>[3]: Conflict - here, "no" was chosen, but for any constraining factor (3.2) dl_lackdem to 3.8) dl_othrea), "yes" was crossed.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| yes [1] | no [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> <tr> <td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td> </tr> <tr> <td colspan="5">WEST</td> <td colspan="5"></td> </tr> <tr> <td colspan="5">EAST</td> <td colspan="5"></td> </tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.2) **dl_lackdem** constraints by lack of demand East and West since 10/2004 inquired in Jan, Apr, July, Oct

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <p>...</p> <p>if yes, by following factors (multiple answers are possible)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>yes [1]</td> </tr> </table> <p>lack of orders, lack of demand [1]*</p> | yes [1] | <p>Further information</p> <p>Constraints by lack of demand</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| yes [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="10">WEST</td> </tr> <tr> <td colspan="10">EAST</td> </tr> <tr> <td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td> </tr> <tr> <td colspan="5">WEST</td> <td colspan="5"></td> </tr> <tr> <td colspan="5">EAST</td> <td colspan="5"></td> </tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3) **dl_skilllack** constraints: lack of skilled labour East and West since 10/2004 inquired in Jan, Apr, July, Oct

Wording of question

| | | | | | | | | | | | |
|---|---------|--|------|------|------|------|------|------|------|------|------|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <p>...</p> <p>if yes, by following factors (multiple answers are possible)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>yes [1]</td> </tr> </table> <p>lack of skilled labour [1]*</p> | yes [1] | <p>Further information</p> <p>Constraints by lack of skilled labour</p> | | | | | | | | | |
| yes [1] | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | |

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |
| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|------------|--|-----------------------------|---------------------------------|
| 3.4) | dl_lacktec | constaints by lack of technical capacities | East and West since 10/2004 | inquired in Jan, Apr, July, Oct |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <p>...</p> <p>if yes, by following factors (multiple answers are possible)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>yes [1]</td></tr> </table> <div style="border: 1px solid black; padding: 5px; margin: 10px auto; width: 80%;"> lack of technical capacities [1]* </div> | yes [1] | <p>Further information</p> <p>Constraints by lack of technical capacities</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| yes [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%;"> <tr><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td></tr> <tr><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | | EAST | | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|----------|-------------------------------------|-----------------------------|---------------------------------|
| 3.5) | dl_finan | constaints by problems of financing | East and West since 10/2004 | inquired in Jan, Apr, July, Oct |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <p>...</p> <p>if yes, by following factors (multiple answers are possible)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>yes [1]</td></tr> </table> <div style="border: 1px solid black; padding: 5px; margin: 10px auto; width: 80%;"> problems of financing [1]* </div> | yes [1] | <p>Further information</p> <p>Constraints to business activity by problems of financing</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| yes [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%;"> <tr><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td></tr> <tr><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | | EAST | | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------------|--|-----------------------------|---------------------------------|
| 3.6) | dl_lackroom | constaints by lack of room/ business equipment | East and West since 10/2004 | inquired in Jan, Apr, July, Oct |

Wording of question

| | |
|---|--|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <p>...</p> | <p>Further information</p> <p>Constraints by lack of room/ business equipment</p> |
|---|--|

| | | | | | | | | | |
|---|------|---------|------|------|------|------|------|------|------|
| if yes, by following factors (multiple answers are possible) | | yes [1] | | | | | | | |
| lack of room/business equipment [1]* | | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
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| No. | Name | Label | Survey period | Survey frequency |
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|------|------------|----------------------------------|-----------------------------|---------------------------------|
| 3.7) | dl_weather | constaints by weather conditions | East and West since 10/2004 | inquired in Jan, Apr, July, Oct |
|------|------------|----------------------------------|-----------------------------|---------------------------------|

Wording of question

| | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <p>...</p> <p>if yes, by following factors (multiple answers are possible)</p> <p>weather conditions [1]*</p> <p>yes [1]</p> | <p>Further information</p> <p>Constraints by weather conditions</p> | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
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| No. | Name | Label | Survey period | Survey frequency |
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|------|-----------|-------------------------------|--|--|
| 3.8) | dl_mplack | constraints: lack of manpower | West since 07/2018 East since 07/2018 | inquired in Jan, Apr, July, Oct inquired in Jan, Apr, July, Oct |
|------|-----------|-------------------------------|--|--|

Wording of question

| | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|
| <p>since 07/2018</p> <p>The construction activity/ execution of orders was constrained [...]</p> <p>If yes, due to:</p> <p>lack of manpower [1]</p> <p>yes [1]</p> | <p>Further information</p> <p>Constraints by other reasons</p> | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |
| 2001 | | | | | | | | | |
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| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
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| | | | | |
|------|-----------|-----------------------------|-----------------------------|---------------------------------|
| 3.9) | dl_othrea | constaints by other reasons | East and West since 10/2004 | inquired in Jan, Apr, July, Oct |
|------|-----------|-----------------------------|-----------------------------|---------------------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------------|---------|---|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>since 10/2004</p> <p>Special questions (inquired only every 3 months)</p> <p>12. Our domestic business activity is currently constrained</p> <p>...</p> <p>if yes, by following factors (multiple answers are possible)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="width: 150px;">other reasons [1]*</td> <td style="width: 50px;">yes [1]</td> </tr> </table> | other reasons [1]* | yes [1] | <p>Further information</p> <p>Constraints by other reasons</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| other reasons [1]* | yes [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> </tr> <tr> <td colspan="10" style="background-color: #0066b3; color: white;">EAST</td> </tr> <tr> <td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td> </tr> <tr> <td colspan="5" style="background-color: #003366; color: white;">WEST</td> <td colspan="5"></td> </tr> <tr> <td colspan="5" style="background-color: #0066b3; color: white;">EAST</td> <td colspan="5"></td> </tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | EAST | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
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|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|--------------------------------|-----------------------------|---------------------------------|
| 3.10) | dl_kap1 | potential of existing capacity | East and West since 04/2011 | inquired in Jan, Apr, July, Oct |
|-------|----------------|--------------------------------|-----------------------------|---------------------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---------|--------|---|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>since 04/2011</p> <p>Special questions (inquired only every 3 months)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="width: 150px;">13. Would you currently be able to handle an increased demand with the capacities currently existing in your company?</td> <td style="width: 50px;">yes [1]</td> <td style="width: 50px;">no [2]</td> </tr> </table> | 13. Would you currently be able to handle an increased demand with the capacities currently existing in your company? | yes [1] | no [2] | <p>Further information</p> <p>Potential of existing capacity</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 13. Would you currently be able to handle an increased demand with the capacities currently existing in your company? | yes [1] | no [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="7"></td> <td colspan="3" style="background-color: #003366; color: white;">WEST</td> </tr> <tr> <td colspan="7"></td> <td colspan="3" style="background-color: #0066b3; color: white;">EAST</td> </tr> <tr> <td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td><td>2021</td><td>2022</td><td>2023</td> </tr> <tr> <td colspan="5" style="background-color: #003366; color: white;">WEST</td> <td colspan="5"></td> </tr> <tr> <td colspan="5" style="background-color: #0066b3; color: white;">EAST</td> <td colspan="5"></td> </tr> </table> | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | WEST | | | | | | | | | | EAST | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------|-----------------------------------|---|---------------------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| 3.11) | dl_kap2 | potential capacity expansion in % | East and West since 04/2011 | inquired in Jan, Apr, July, Oct | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>since 04/2011</p> <p>Special questions (inquired only every 3 months)</p> <p>13. Would you currently be able to handle an increased demand with the capacities currently existing in your company?</p> <p>...</p> <p>if yes:</p> <p>We could expand our business activity by <input type="text"/> %</p> | | | <p>Further information</p> <p>Potential capacity expansion in percentage</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td> </tr> <tr> <th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th><th>2020</th><th>2021</th><th>2022</th><th>2023</th> </tr> <tr> <td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table> | | | | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | WEST | | | | | | | | | | EAST | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-----------|-----------------|-----------------------------------|------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| 3.12) | dl_fambus | family business | East and West 02/2014 | once | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>02/2014</p> <p>D) For research purposes?</p> <p>Do you envision yourself as a family business? (This means a company whose voting capital is held predominately by one or more families that are connected)</p> <p><input type="text"/> yes[1] <input type="text"/> no[2]</p> | | | <p>Further Information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th><th>2020</th><th>2021</th><th>2022</th><th>2023</th> </tr> <tr> <td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table> | | | | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | WEST | | | | | | | | | | EAST | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | |
|---|-----------|-----------------|-----------------------------------|------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|
| 3.13) | dl_minim1 | minimum wage q1 | East and West 11/2014 | once | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>11/2014</p> <p>1. 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="text"/> yes[1] <input type="text"/> no[2]</p> | | | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table> | | | | | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | |
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | |
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| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
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| 3.14) | dl_minim2 | minimum wage q2 | East and West 11/2014 | once |
|-------|-----------|-----------------|-----------------------|------|

Wording of question

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|--|---------------------|
| <p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] No measures necessary or scheduled</p> | Further information |
|--|---------------------|

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------|-----------------|-----------------------|------|
| 3.15) | dl_minim3 | minimum wage q3 | East and West 11/2014 | once |
|-------|-----------|-----------------|-----------------------|------|

Wording of question

| | |
|--|---------------------|
| <p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] personnel cuts</p> | Further information |
|--|---------------------|

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | |
| EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------|-----------------|-----------------------|------|
| 3.16) | dl_minim4 | minimum wage q4 | East and West 11/2014 | once |
|-------|-----------|-----------------|-----------------------|------|

Wording of question

| | |
|---------|---------------------|
| 11/2014 | Further information |
|---------|---------------------|

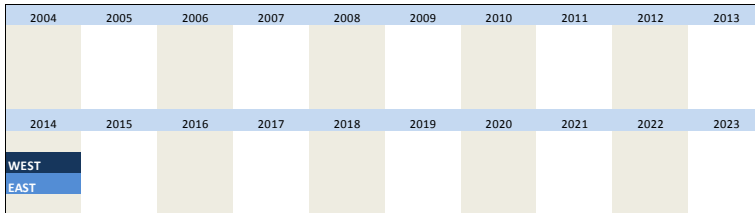
01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

yes no

2. If yes: With which measures will you likely react to the minimum wage?

[1] reduction of working hours

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------|-----------------|-----------------------|------|
| 3.17) | dl_minim5 | minimum wage q5 | East and West 11/2014 | once |
|-------|-----------|-----------------|-----------------------|------|

Wording of question

11/2014

01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

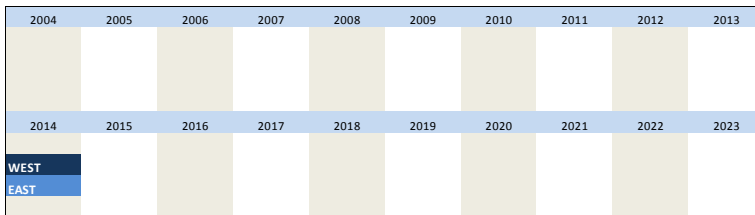
yes no

2. If yes: With which measures will you likely react to the minimum wage?

[1] increase in prices

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------|-----------------|-----------------------|------|
| 3.18) | dl_minim6 | minimum wage q6 | East and West 11/2014 | once |
|-------|-----------|-----------------|-----------------------|------|

Wording of question

11/2014

01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

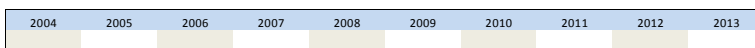
yes no

2. If yes: With which measures will you likely react to the minimum wage?

[1] reduction of investment

Further information

Time span of variable



| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|
| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-----------------|-----------------------|------------------|
| 3.19) | dl_minim7 | minimum wage q7 | East and West 11/2014 | once |

Wording of question

| | |
|---|---------------------|
| <p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] reduction of special payments</p> | Further information |
|---|---------------------|

Time span of variable

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|-----------------|-----------------------|------------------|
| 3.20) | dl_minim8 | minimum wage q8 | East and West 11/2014 | once |

Wording of question

| | |
|---|---------------------|
| <p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] other</p> | Further information |
|---|---------------------|

Time span of variable

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| WEST | | | | | | | | | | |
| EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|----------------------------|---|----------------------------------|
| 3.21) | dl_invest_lj | total investment last year | East and West in 04/2005 East and West since 05/2006 | inquired once inquired in May |

Wording of question

| | |
|--------------------------|---------------------|
| <p>April + May</p> | Further information |
|--------------------------|---------------------|

2005 since 2006

Special question investments
(only in May and November)

| | | |
|---|-----------------|--|
| S1. Last year our investments* were (20XX** compared to 20YY**) | increased [1] | |
| | not changed [2] | |
| | decreased [3] | |

Development of investments last year compared to the year before

*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests

*20XX" means last year

Example: if the question was posed in May 2009, "20XX"="2008".

*20YY" means two years ago

Example: if the question was posed in May 2009, "20YY"="2007".

Until 2015 the special questions **3.20) invest_lj**, **3.23) invest_dj** and **3.26) invest_nj** were expressed by 2 variables with different wording and meaning of the question depending on whether it was posed in May or November:

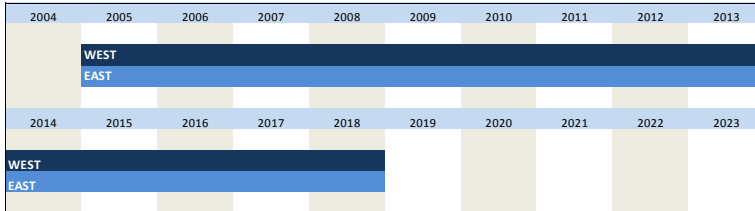
A variable about (past) investments referred to the previous year if asked in May, and it referred to the current year in November.

A variable about expected investments that referred to the current year in May and to the upcoming year in November.

Since 2015 these 2 variables are replaced by 3, referring to the past, the current and the upcoming year respectively.

For previous years the old investment special questions are recoded such that they are constructed in the same way they are from 2015 on

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|--------------------------------------|-----------------------------|-----------------|
| 3.22) | dl_invcon_lj | investment in construction last year | East and West since 05/2015 | inquired in May |
|-------|--------------|--------------------------------------|-----------------------------|-----------------|

Wording of question

05/2015

Investments
1) Last year (20YY** compared to 20WW**) our investments* were

| | | |
|---|--|--|
| S1. Last year our investments* were (20XX** compared to 20YY**) | Total investments, thereof in: construction | |
| | increased [1] | |
| | not changed [2] | |
| | decreased [3] | |

Further information

*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests

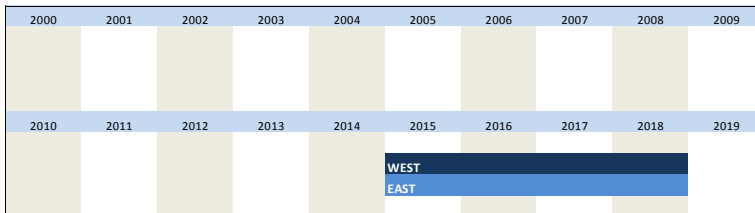
*20YY means last year

e.g.: If the question was posed in 2015: 20YY=2014

*20WW means two years ago

e.g.: If the question was posed in 2015: 20WW=2013

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-------------|-----------------------------------|-----------------------------|-----------------|
| 3.23) | dl_inveq_lj | investment in equipment last year | East and West since 05/2015 | inquired in May |
|-------|-------------|-----------------------------------|-----------------------------|-----------------|

Wording of question

05/2015

Investments
1) Last year (20YY** compared to 20WW**) our investments* were

| | | |
|---|---|--|
| S1. Last year our investments* were (20XX** compared to 20YY**) | Total investments, thereof in: equipment | |
| | increased [1] | |
| | not changed [2] | |
| | decreased [3] | |

Further information

*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests

*20YY means last year

e.g.: If the question was posed in 2015: 20YY=2014

*20WW means two years ago

e.g.: If the question was posed in 2015: 20WW=2013

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|----------------------------|-----------------------------|---------------------------|
| 3.24) | dl_invest_dj | total investment this year | East and West since 05/2006 | inquired in May, November |

Wording of question

| | | | | | | | | | | |
|---|---|--------------------------|--|-------|-------------------|-------|--|---------------|--|--|
| <p>April 2005</p> <p>+</p> <p>May since 2006</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr><td>S2. In the current year our investments* will likely (20WW** compared to 20XX**)</td><td>increase [1]</td><td></td></tr> <tr><td></td><td>not change [2]</td><td></td></tr> <tr><td></td><td>decrease [3]</td><td></td></tr> </table> | S2. In the current year our investments* will likely (20WW** compared to 20XX**) | increase [1] | | | not change [2] | | | decrease [3] | | <p>Further information</p> <p>Development of Investments in the current year compared to the previous</p> <p>*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests</p> <p>"20WW" means current year Example: if the question was posed in November 2009, "20WW"="2009".</p> |
| S2. In the current year our investments* will likely (20WW** compared to 20XX**) | increase [1] | | | | | | | | | |
| | not change [2] | | | | | | | | | |
| | decrease [3] | | | | | | | | | |
| <p>November 2006 - 2008</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr><td>S1. In the current year our investments* will likely (20WW** compared to 20XX**)</td><td>increase [1]</td><td></td></tr> <tr><td></td><td>stay the same [2]</td><td></td></tr> <tr><td></td><td>decrease [3]</td><td></td></tr> </table> | S1. In the current year our investments* will likely (20WW** compared to 20XX**) | increase [1] | | | stay the same [2] | | | decrease [3] | | <p>"20XX" means last year Example: if the question was posed in May 2009, "20XX"="2008".</p> <p>Until 2015 the special questions 3.20) invest_lj, 3.23) invest_dj and 3.26) invest_nj were expressed by 2 variables with different wording and meaning of the question depending on whether it was posed in May or November: A variable about (past) investments referred to the previous year if asked in May, and it referred to the current year in November. A variable about expected investments that referred to the current year in May and to the upcoming year in November.</p> |
| S1. In the current year our investments* will likely (20WW** compared to 20XX**) | increase [1] | | | | | | | | | |
| | stay the same [2] | | | | | | | | | |
| | decrease [3] | | | | | | | | | |
| <p>November from 2009</p> <p>+</p> <p>May from 2015 to 5/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr><td>S1. In the current year our investments* will likely be (20WW** compared to 20XX**)</td><td>increased [1]</td><td></td></tr> <tr><td></td><td>not changed [2]</td><td></td></tr> <tr><td></td><td>decreased [3]</td><td></td></tr> </table> | S1. In the current year our investments* will likely be (20WW** compared to 20XX**) | increased [1] | | | not changed [2] | | | decreased [3] | | <p>Since 2015 these 2 variables are replaced by 3, referring to the past, the current and the upcoming year respectively. For previous years the old investment special questions are recoded such that they are constructed in the same way they are from 2015 on</p> |
| S1. In the current year our investments* will likely be (20WW** compared to 20XX**) | increased [1] | | | | | | | | | |
| | not changed [2] | | | | | | | | | |
| | decreased [3] | | | | | | | | | |
| <p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr><td>In the current year our investments (20WW** compared to 20XX**)</td><td>Total investments</td></tr> <tr><td></td><td>+ [1]</td></tr> <tr><td></td><td>= [2]</td></tr> <tr><td></td><td>- [3]</td></tr> </table> | In the current year our investments (20WW** compared to 20XX**) | Total investments | | + [1] | | = [2] | | - [3] | <p>20XX = last year 20WW = this year</p> <p>Label in data set: + = increased [1] = = not changed [2] - = decreased [3]</p> | |
| In the current year our investments (20WW** compared to 20XX**) | Total investments | | | | | | | | | |
| | + [1] | | | | | | | | | |
| | = [2] | | | | | | | | | |
| | - [3] | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|--------------------------------------|-----------------------------|--------------------------|
| 3.25) | dl_invcon_dj | investment in construction this year | East and West since 05/2015 | inquired in May/November |

Wording of question

| | | | | | | | | | | |
|---|---|---------------|---|-------|-----------------|-------|--|---------------|--|--|
| <p style="text-align: center;">November + May since 2015</p> <p>Special question investments (only in May and November)</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <table border="1" style="width:100%; border-collapse: collapse; margin-top: 10px;"> <tr> <td style="width:70%; padding: 5px;">S1. In the current year our investments* will likely be (20WW** compared to 20XX**)</td> <td style="width:15%; text-align: center; padding: 5px;">increased [1]</td> <td style="width:15%;"></td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">not changed [2]</td> <td></td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">decreased [3]</td> <td></td> </tr> </table> | S1. In the current year our investments* will likely be (20WW** compared to 20XX**) | increased [1] | | | not changed [2] | | | decreased [3] | | <p>Further information</p> <p>*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>20XX = last year 20WW = this year</p> <p>Label in data set: + = increased [1] = = not changed [2] - = decreased [3]</p> |
| S1. In the current year our investments* will likely be (20WW** compared to 20XX**) | increased [1] | | | | | | | | | |
| | not changed [2] | | | | | | | | | |
| | decreased [3] | | | | | | | | | |
| <p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <p style="text-align: center;">Total investments</p> <table border="1" style="width:100%; border-collapse: collapse; margin-top: 10px;"> <tr> <td colspan="2" style="text-align: center;">- Construction</td> </tr> <tr> <td style="width:70%; padding: 5px;">In the current year our investments (20WW** compared to 20XX**)</td> <td style="width:30%; text-align: center; padding: 5px;">+ [1]</td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">= [2]</td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">- [3]</td> </tr> </table> | - Construction | | In the current year our investments (20WW** compared to 20XX**) | + [1] | | = [2] | | - [3] | | |
| - Construction | | | | | | | | | | |
| In the current year our investments (20WW** compared to 20XX**) | + [1] | | | | | | | | | |
| | = [2] | | | | | | | | | |
| | - [3] | | | | | | | | | |

Time span of variable

| | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|--|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | |
| | | | | | | | | | | |
| | | | | | | WEST | | | | |
| | | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|-----------------------------------|-----------------------------|--------------------------|
| 3.26) | dl_inveq_dj | investment in equipment this year | East and West since 05/2015 | inquired in May/November |

Wording of question

| | | | | | | | | | | |
|--|---|---------------|---|-------|-----------------|-------|--|---------------|--|--|
| <p style="text-align: center;">November + May since 2015</p> <p>Special question investments (only in May and November)</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <table border="1" style="width:100%; border-collapse: collapse; margin-top: 10px;"> <tr> <td style="width:70%; padding: 5px;">S1. In the current year our investments* will likely be (20WW** compared to 20XX**)</td> <td style="width:15%; text-align: center; padding: 5px;">increased [1]</td> <td style="width:15%;"></td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">not changed [2]</td> <td></td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">decreased [3]</td> <td></td> </tr> </table> | S1. In the current year our investments* will likely be (20WW** compared to 20XX**) | increased [1] | | | not changed [2] | | | decreased [3] | | <p>Further information</p> <p>*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>20XX = last year 20WW = this year</p> <p>Label in data set: + = increased [1] = = not changed [2] - = decreased [3]</p> |
| S1. In the current year our investments* will likely be (20WW** compared to 20XX**) | increased [1] | | | | | | | | | |
| | not changed [2] | | | | | | | | | |
| | decreased [3] | | | | | | | | | |
| <p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <p style="text-align: center;">Total investments</p> <table border="1" style="width:100%; border-collapse: collapse; margin-top: 10px;"> <tr> <td colspan="2" style="text-align: center;">- Equipment</td> </tr> <tr> <td style="width:70%; padding: 5px;">In the current year our investments (20WW** compared to 20XX**)</td> <td style="width:30%; text-align: center; padding: 5px;">+ [1]</td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">= [2]</td> </tr> <tr> <td style="padding: 5px;"></td> <td style="text-align: center; padding: 5px;">- [3]</td> </tr> </table> | - Equipment | | In the current year our investments (20WW** compared to 20XX**) | + [1] | | = [2] | | - [3] | | |
| - Equipment | | | | | | | | | | |
| In the current year our investments (20WW** compared to 20XX**) | + [1] | | | | | | | | | |
| | = [2] | | | | | | | | | |
| | - [3] | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| | | | | | | | | | |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27) dl_invest_nj total investment next year East and West since 11/2006 inquired in November

Wording of question

| | | | | | | | | | | |
|--|--|-------------------|--|-----------------|--|---------------|--|--|-------|--|
| <p>November since 2006</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="3">S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**)</td> <td>increase [1]</td> <td></td> </tr> <tr> <td>not change [2]</td> <td></td> </tr> <tr> <td>decrease [3]</td> <td></td> </tr> </table> | S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**) | increase [1] | | not change [2] | | decrease [3] | | <p>Further information</p> <p>Development of Investments in the current year compared to the previous</p> <p>*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests</p> <p>** "20NN" means next year Example: if the question was posed in November 2009, "20NN"="2010".</p> <p>"20WW" means current year Example: If the question was posed in November 2009, "20WW"="2009".</p> <p>Until 2015 the special questions 3.20) invest_lj, 3.23) invest_dj and 3.26) invest_nj were expressed by 2 variables with different wording and meaning of the question depending on whether it was posed in May or November: A variable about (past) investments referred to the previous year if asked in May, and it referred to the current year in November. A variable about expected investments that referred to the current year in May and to the upcoming year in November. Since 2015 these 2 variables are replaced by 3, referring to the past, the current and the upcoming year respectively. For previous years the old investment special questions are recoded such that they are constructed in the same way they are from 2015 on</p> <p>Label in data set: + = increased [1] = = not changed [2] - = decreased [3]</p> | | |
| S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**) | | increase [1] | | | | | | | | |
| | | not change [2] | | | | | | | | |
| | decrease [3] | | | | | | | | | |
| <p>November from 2015 to 5/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="3">S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**)</td> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td>decreased [3]</td> <td></td> </tr> </table> | S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**) | increased [1] | | not changed [2] | | decreased [3] | | | | |
| S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**) | | increased [1] | | | | | | | | |
| | | not changed [2] | | | | | | | | |
| | decreased [3] | | | | | | | | | |
| <p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="3">Next year our investments will likely be (20NN** compared to 20WW**)</td> <td colspan="2">Total investments</td> </tr> <tr> <td>+ [1]</td> <td></td> </tr> <tr> <td>= [2]</td> <td></td> </tr> <tr> <td></td> <td>- [3]</td> <td></td> </tr> </table> | Next year our investments will likely be (20NN** compared to 20WW**) | Total investments | | + [1] | | = [2] | | | - [3] | |
| Next year our investments will likely be (20NN** compared to 20WW**) | | Total investments | | | | | | | | |
| | | + [1] | | | | | | | | |
| | = [2] | | | | | | | | | |
| | - [3] | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |
| 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28) dl_invcn_nj investment in construction next year East and West since 11/2015 inquired in November

Wording of question

| | | | | | | | | | | | |
|--|--|---|--|----------------|--|-----------------|--|--|---------------|--|--|
| <p>November from 2015 to 5/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="3">S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**)</td> <td colspan="2">Total investments, thereof in: construction</td> </tr> <tr> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td></td> <td>decreased [3]</td> <td></td> </tr> </table> | S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**) | Total investments, thereof in: construction | | increased [1] | | not changed [2] | | | decreased [3] | | <p>Further information</p> <p>*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests</p> <p>** "20NN" means next year Example: if the question was posed in November 2009, "20NN"="2010".</p> <p>Label in data set:</p> |
| S2. <u>Next year</u> our investments* will likely be (20NN** compared to 20WW**) | | Total investments, thereof in: construction | | | | | | | | | |
| | | increased [1] | | | | | | | | | |
| | not changed [2] | | | | | | | | | | |
| | decreased [3] | | | | | | | | | | |
| <p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="2"></td> <td colspan="2">Total investments</td> </tr> <tr> <td colspan="2">- Construction</td> </tr> </table> | | Total investments | | - Construction | | | | | | | |
| | | Total investments | | | | | | | | | |
| | - Construction | | | | | | | | | | |

| | |
|---|-------|
| <p>Next year our investments will likely be (20NN** compared to 20WW**)</p> | + [1] |
| | = [2] |
| | - [3] |

+= increased [1]
 = not changed [2]
 - = decreased [3]

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

"20WW" means current year
Example: If the question was posed in November 2009, "20WW"="2009".

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|-----------------------------------|-----------------------------|----------------------|
| 3.29) | dl_inveq_nj | investment in equipment next year | East and West since 11/2015 | inquired in November |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|------|--------------------|------|-----------------|------|-------|---------------|------|--|------|---|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|
| <p>November since 2015</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="3"> <p>S2. Next year our investments* will likely be (20NN** compared to 20WW**)</p> </td> <td colspan="2">Total investments, thereof in: equipment</td> </tr> <tr> <td>increased [1]</td> <td></td> </tr> <tr> <td>not changed [2]</td> <td></td> </tr> <tr> <td></td> <td>decreased [3]</td> <td></td> </tr> </table> | <p>S2. Next year our investments* will likely be (20NN** compared to 20WW**)</p> | Total investments, thereof in: equipment | | increased [1] | | not changed [2] | | | decreased [3] | | <p>Further information</p> <p>*Accruals to assets accounts incl. business buildings and accounted software, but without vacant land, residential buildings, second-hand or rented equipment and without acquisitions of participating interests</p> <p>** "20NN" means next year Example: if the question was posed in November 2009, "20NN"="2010".</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>S2. Next year our investments* will likely be (20NN** compared to 20WW**)</p> | | Total investments, thereof in: equipment | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | increased [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | not changed [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | decreased [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>since 11/2018</p> <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="4"> <p>Next year our investments will likely be (20NN** compared to 20WW**)</p> </td> <td colspan="2">Total investments</td> </tr> <tr> <td colspan="2">- Equipment</td> </tr> <tr> <td>+ [1]</td> <td></td> </tr> <tr> <td>= [2]</td> <td></td> </tr> <tr> <td></td> <td>- [3]</td> <td></td> </tr> </table> | <p>Next year our investments will likely be (20NN** compared to 20WW**)</p> | Total investments | | - Equipment | | + [1] | | = [2] | | | - [3] | | <p>Label in data set: += increased [1] = not changed [2] - = decreased [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Next year our investments will likely be (20NN** compared to 20WW**)</p> | | Total investments | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | - Equipment | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | + [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | = [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | - [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td> </tr> </table> | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | WEST | | | | | | | | | | EAST | | | | | <p>"20WW" means current year Example: If the question was posed in November 2009, "20WW"="2009".</p> |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|---------------------|-----------------------|------------------|
| 3.30) | dl_ref1 | refugees question 1 | East and West 12/2015 | once |

Wording of question

| | |
|---|-----------------------------------|
| <p>12/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p>[1] small [2] large</p> <p>trainees <input type="text"/> <input type="text"/></p> | <p>Further Information</p> |
| <p>Time span of variable</p> | |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------|---------------------|-----------------------|------|
| 3.31) | dl_ref2 | refugees question 2 | East and West 12/2015 | once |
|-------|---------|---------------------|-----------------------|------|

Wording of question

12/2015

1. How large do you assess the potential of asylum seekers to be employed in the following positions?

[1] small [2] large

unskilled aid workers

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------|---------------------|-----------------------|------|
| 3.32) | dl_ref3 | refugees question 3 | East and West 12/2015 | once |
|-------|---------|---------------------|-----------------------|------|

Wording of question

12/2015

1. How large do you assess the potential of asylum seekers to be employed in the following positions?

[1] small [2] large

skilled workers

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | WEST | | | | |
| | | | | | EAST | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------|---------------------|-----------------------|------|
| 3.33) | dl_ref4 | refugees question 4 | East and West 12/2015 | once |
|-------|---------|---------------------|-----------------------|------|

Wording of question

12/2015

1. How large do you assess the potential of asylum seekers to be employed in the following positions?

[1] small [2] large

leading positions

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|---------------------|-----------------------|------------------|
| 3.34) | dl_ref5 | refugees question 5 | East and West 12/2015 | once |

Wording of question

| | |
|--|----------------------------|
| <p>12/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>other positions <input type="text"/> <input type="text"/></p> | <p>Further Information</p> |
|--|----------------------------|

| | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|
| Time span of variable | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|---------------------|-----------------------|------------------|
| 3.35) | dl_ref6 | refugees question 6 | East and West 12/2015 | once |

Wording of question

| | |
|--|----------------------------|
| <p>12/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p style="text-align: center;">[1] little [2] much</p> <p>labor law-related provisions <input type="text"/> <input type="text"/></p> | <p>Further Information</p> |
|--|----------------------------|

| | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|
| Time span of variable | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|---------------------|-----------------------|------------------|
| 3.36) | dl_ref7 | refugees question 7 | East and West 12/2015 | once |

Wording of question

| | |
|--|----------------------------|
| <p>12/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> | <p>Further Information</p> |
|--|----------------------------|

| | | | | | | | | | |
|------------------------------|---|------|------|------|------|------|------|------|------|
| [1] little | [2] much | | | | | | | | |
| unfit level of qualification | <input type="text"/> <input type="text"/> | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------|---------------------|-----------------------|------|
| 3.37) | dl_ref8 | refugees question 8 | East and West 12/2015 | once |
|-------|---------|---------------------|-----------------------|------|

Wording of question

| | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|
| <p>12/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p style="text-align: center;">[1] little [2] much</p> <p style="text-align: center;">minimum wage <input type="text"/> <input type="text"/></p> | Further Information | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------|---------------------|-----------------------|------|
| 3.38) | dl_ref9 | refugees question 9 | East and West 12/2015 | once |
|-------|---------|---------------------|-----------------------|------|

Wording of question

| | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|
| <p>12/2015</p> <p>2. how much of an obstacle to employing asylum seekers do you consider the following factors to be in your branch:</p> <p style="text-align: center;">[1] little [2] much</p> <p style="text-align: center;">lack of language skills <input type="text"/> <input type="text"/></p> | Further Information | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | WEST | | | | | |
| | | | | EAST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|--------------------------|-----------------------|------|
| 3.39) | dl_minim_post1 | affected by minimum wage | East and West 03/2016 | once |
|-------|----------------|--------------------------|-----------------------|------|

Wording of question

| | |
|---------|----------------------------|
| 03/2016 | Further Information |
|---------|----------------------------|

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?

[1] yes [2] no

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|--------------------------|-----------------------|------|
| 3.40) | dl_minim_post2 | no minimum wage measures | East and West 03/2016 | once |
|-------|----------------|--------------------------|-----------------------|------|

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?
If yes,
What measures did you utilize?

none [1]

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|-------------------------------|-----------------------|------|
| 3.41) | dl_minim_post3 | measures : employee reduction | East and West 03/2016 | once |
|-------|----------------|-------------------------------|-----------------------|------|

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?
If yes,
What measures did you utilize?

employee reduction [1]

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency | | | | | |
|---|----------------|----------------------------------|-----------------------|------------------|------|------|------|------|------|
| 3.42) | dl_minim_post4 | measures: working hour reduction | East and West 03/2016 | once | | | | | |
| Wording of question | | | | | | | | | |
| 03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? working hour reduction <input type="text"/> [1] | | | Further Information | | | | | | |
| Time span of variable | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | EAST | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | |
|---|----------------|----------------------------|-----------------------|------------------|------|------|------|------|------|
| 3.43) | dl_minim_post5 | measures: increased prices | East and West 03/2016 | once | | | | | |
| Wording of question | | | | | | | | | |
| 03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? increased prices <input type="text"/> [1] | | | Further Information | | | | | | |
| Time span of variable | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | EAST | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | |
|---|----------------|--------------------------------|-----------------------|------------------|------|------|------|------|------|
| 3.44) | dl_minim_post6 | measures: decreased investment | East and West 03/2016 | once | | | | | |
| Wording of question | | | | | | | | | |
| 03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? decreased investment <input type="text"/> [1] | | | Further Information | | | | | | |
| Time span of variable | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|--------------------------------------|-----------------------|------|
| 3.45) | dl_minim_post7 | measures: decreased special payments | East and West 03/2016 | once |
|-------|----------------|--------------------------------------|-----------------------|------|

Wording of question

| | |
|--|---------------------|
| 03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? if yes, What measures did you utilize? decreased special payments <input type="text"/> [1] | Further Information |
|--|---------------------|

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|---------------|-----------------------|------|
| 3.46) | dl_minim_post8 | less minijobs | East and West 03/2016 | once |
|-------|----------------|---------------|-----------------------|------|

Wording of question

| | |
|--|---------------------|
| 03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? less minijobs <input type="text"/> [1] | Further Information |
|--|---------------------|

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|----------------|--|-----------------------|------|
| 3.47) | dl_minim_post9 | minijobs transformed into insurable employment | East and West 03/2016 | once |
|-------|----------------|--|-----------------------|------|

Wording of question

| | |
|--|---------------------|
| 03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? minijobs were transformed into insurable employment <input type="text"/> [1] | Further Information |
|--|---------------------|

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------------|--------------------------|-----------------------|------|
| 3.48) | dl_minim_post10 | new insurable employment | East and West 03/2016 | once |
|-------|-----------------|--------------------------|-----------------------|------|

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?

Has there been a change in employment in your company?

| | |
|--|-----|
| new insurable employment was generated | [1] |
|--|-----|

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|-----------------|---|-----------------------|------|
| 3.49) | dl_minim_post11 | employment relationships did not change | East and West 03/2016 | once |
|-------|-----------------|---|-----------------------|------|

Wording of question

03/2016

01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?

Has there been a change in employment in your company?

| | |
|---|-----|
| employment relationships did not change | [1] |
|---|-----|

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------|-------------------------|-----------------------|------|
| 3.50) | dl_credities | credit agreement signed | East and West 06/2016 | once |
|-------|--------------|-------------------------|-----------------------|------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---------------------------------------|------|--|------|--|------|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|--|
| <p>06/2016</p> <p>Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolongation of a credit/ line of credit)</p> <p>Yes:</p> <table border="1"> <tr><td> </td><td>[1] amount and conditions as expected</td></tr> <tr><td> </td><td>[2] amount as expected, worse conditions</td></tr> <tr><td> </td><td>[3] conditions as expected, lower amount</td></tr> <tr><td> </td><td>[4] lower amount and worse conditions than expected</td></tr> </table> | | [1] amount and conditions as expected | | [2] amount as expected, worse conditions | | [3] conditions as expected, lower amount | | [4] lower amount and worse conditions than expected | <p>Further Information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [1] amount and conditions as expected | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [2] amount as expected, worse conditions | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [3] conditions as expected, lower amount | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [4] lower amount and worse conditions than expected | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="6"></td><td>WEST</td><td colspan="3"></td></tr> <tr><td colspan="6"></td><td>EAST</td><td colspan="3"></td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | WEST | | | | | | | | | | EAST | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|-----------------------------|-----------------------|------------------|
| 3.51) | dl_creditno | credit agreement not signed | East and West 06/2016 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------------------------|-------------|------|------------------------|------|---------------------|------|---------------------------------------|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|--|
| <p>06/2016</p> <p>Have you signed one or more credit agreements with banks during the last 12 months? (e.g. new credits, debt restructuring or prolongation of a credit/ line of credit)</p> <p>no, because:</p> <table border="1"> <tr><td> </td><td>[1] no need</td></tr> <tr><td> </td><td>[2] unacceptable terms</td></tr> <tr><td> </td><td>[3] denied by banks</td></tr> <tr><td> </td><td>[4] no realistic prospect of a credit</td></tr> </table> | | [1] no need | | [2] unacceptable terms | | [3] denied by banks | | [4] no realistic prospect of a credit | <p>Further Information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [1] no need | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [2] unacceptable terms | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [3] denied by banks | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | [4] no realistic prospect of a credit | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="6"></td><td>WEST</td><td colspan="3"></td></tr> <tr><td colspan="6"></td><td>EAST</td><td colspan="3"></td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | WEST | | | | | | | | | | EAST | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------|--|-----------------------|------------------|
| 3.52) | dl_credituse1 | financing of ongoing operating resources | East and West 06/2016 | once |

Wording of question

| | | | | | | | | | | | |
|---|--|------|----------------------------|------|------|------|------|------|------|------|------|
| <p>06/2016</p> <p>What was the usage of your last negotiated credit?</p> <table border="1"> <tr> <td>financing of ongoing operating resources</td> <td>[1]</td> </tr> </table> | financing of ongoing operating resources | [1] | <p>Further Information</p> | | | | | | | | |
| financing of ongoing operating resources | [1] | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------|----------------------------|-----------------------|------------------|
| 3.53) | dl_credituse2 | financing of an investment | East and West 06/2016 | once |

Wording of question

| | |
|---|---------------------|
| 06/2016 | Further Information |
| What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; width: fit-content;"> financing of an investment [1] </div> | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------|-----------------|-----------------------|------------------|
| 3.54) | dl_credituse3 | other financing | East and West 06/2016 | once |

Wording of question

| | |
|---|---------------------|
| 06/2016 | Further Information |
| What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; width: fit-content;"> others [1] </div> | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | WEST | | | |
| | | | | | | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------|--------------------------------|-----------------------|------------------|
| 3.55) | dl_midmanager | mid tier: more than 4 managers | East and West 08/2016 | once |

Wording of question

| | |
|---|---------------------|
| 08/2016 | Further Information |
| mid tier Does your company have more than 4 managers? | |

yes [1] no [2]

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.56) dl_midmanshare mid tier: at least one manager has shares East and West 08/2016 once

Wording of question

08/2016

mid tier
Does at least one of your managers hold shares of your company?

yes [1] no [2]

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.57) dl_midyes mid tier: company rated as mid tier East and West 08/2016 once

Wording of question

08/2016

mid tier
Would you rate your company as a "mid tier" company?

yes [1] no [2]

Further Information

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>03/2017</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input type="checkbox"/> [1] yes <input type="checkbox"/> [2] no</p> | <p>Further Information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p style="text-align: right;">WEST EAST</p> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>03/2017</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input checked="" type="checkbox"/> yes</p> <p>Banks behaved ... in these</p> <p><input type="checkbox"/> [1] accomodating</p> <p><input type="checkbox"/> [2] normal</p> <p><input type="checkbox"/> [3] reserved</p> | <p>Further Information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p style="text-align: right;">WEST EAST</p> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|
| <p>03/2017</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input checked="" type="checkbox"/> no</p> <p><input type="checkbox"/> [1] no need</p> <p><input type="checkbox"/> [2] other reasons</p> | <p>Further Information</p> | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|---|-----------------------------|------------------|
| 3.61) | dl_exports | exporting services to foreign companies/persons | East and West since 04/2017 | once |

Wording of question

| | |
|--|---------------------|
| 04/2017 | Further Information |
| Does your firm export services to foreign companies/persons? | |
| <input type="checkbox"/> [1] yes | |
| <input type="checkbox"/> [2] no | |
| <input type="checkbox"/> [3] not customary in our field | |
| <input type="checkbox"/> [4] no statement possible | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|---|-----------------------------|------------------|
| 3.62) | dl_negint | confronted with negative interest rates | East and West since 06/2017 | once |

Wording of question

| | |
|---|---------------------|
| Jun 17 | Further Information |
| Have you faced negative interest rates on capital contribution by at least one of your banks? | online only |
| <input type="checkbox"/> Yes [1] | |
| <input type="checkbox"/> No [2] | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|---------------------------------|-----------------------------|------------------|
| 3.63) | dl_negint_noact | negative interest actions: none | East and West since 06/2017 | once |

Wording of question

| | |
|---|---------------------|
| Jun 17 | Further Information |
| Have you faced negative interest rates on capital contribution by at least one of your banks? | online only |

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|---|---------|
| na arrangements - negative interest rate accepted | Yes [1] |
|---|---------|

Time span of variable

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|--------------|------|------|
| | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|--|-----------------------------|------------------|
| 3.64) | dl_negint_agree | negative interest actions: bank agreements | East and West since 06/2017 | once |

Wording of question

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|---------------------|---------|
| Negoation with bank | Yes [1] |
|---------------------|---------|

Further Information

online only

Time span of variable

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|--------------|------|------|
| | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------------|---|-----------------------------|------------------|
| 3.65) | dl_negint_change | negative interest actions: change of bank | East and West since 06/2017 | once |

Wording of question

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|--|---------|
| Change to another bank, which does not require negative interest rates (yet) | Yes [1] |
|--|---------|

Further Information

online only

Time span of variable

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|--------------|------|------|
| | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------|---|-----------------------------|------------------|
| 3.66) | dl_negint_inc | negative interest actions: increase of cash | East and West since 06/2017 | once |

Wording of question

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

Further Information

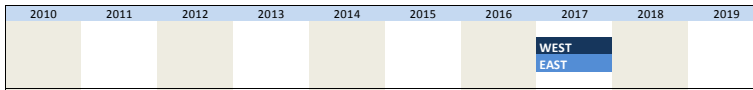
online only

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|-------------------|---------|
| Higher cash ratio | Yes [1] |
|-------------------|---------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|---|-----------------------------|------------------|
| 3.67) | dl_negint_redas | negative interest actions: redeployment in other financial assets and settlement of | East and West since 06/2017 | once |

Wording of question

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

If Yes

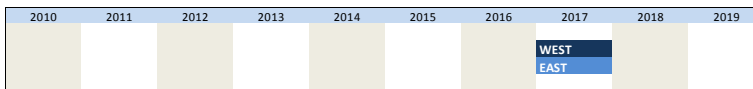
Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|---|---------|
| Shift to other financial assets and prepayment credit | Yes [1] |
|---|---------|

Further Information

online only

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------------|--|-----------------------------|------------------|
| 3.68) | dl_negint_redasint | negative interest actions: redeployment of assets within company | East and West since 06/2017 | once |

Wording of question

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

If Yes

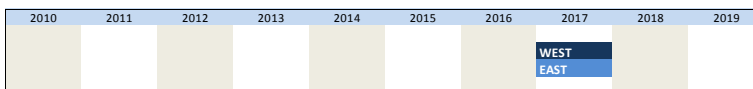
Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|--|---------|
| Rearrangements of funds to other segments of the company | Yes [1] |
|--|---------|

Further Information

online only

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------|--|-----------------------------|------------------|
| 3.69) | dl_negint_inv | negative interest actions: investing or preponing (additional) investments | East and West since 06/2017 | once |

Wording of question

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

Further Information

online only

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|---|---------|
| (Early) conducting (additional) investments | Yes [1] |
|---|---------|

Time span of variable

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|--------------|------|------|
| | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------------|----------------------------------|-----------------------------|------------------|
| 3.70) | dl_negint_oth | negative interest actions: other | East and West since 06/2017 | once |

Wording of question

Jun 17

Have you faced negative interest rates on capital contribution by at least one of your banks?

If Yes

Which arrangements did you choose, to avoid payments of negative interest rates?

| | |
|-----------------------|---------|
| Other: please specify | Yes [1] |
|-----------------------|---------|

Further Information

online only

Time span of variable

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|--------------|------|------|
| | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------------|---|-----------------------------|------------------|
| 3.71) | dl_negint_burden | burden of negative interest rates on profit situation | East and West since 06/2017 | once |

Wording of question

Jun 17

Negative interest rates have a negative impact on our revenues

| | | |
|------------------------|-------------------|------------------------------|
| highly significant [1] | significantly [2] | negligible or not at all [3] |
|------------------------|-------------------|------------------------------|

Further Information

online only

Time span of variable

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|------|------|--------------|------|------|
| | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|------------------------------|-----------------------------|------------------|
| 3.72) | dl_negint_banks | number of relationship banks | East and West since 06/2017 | once |

Wording of question

Jun 17

How many main banks do you use?

If No

How many banks do you name your main bank?

Further Information

online only

| | | | | | |
|-------|-------|-------|-------|-------|-----------------|
| 0 [0] | 1 [1] | 2 [2] | 3 [3] | 4 [4] | More than 4 [5] |
| | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|----------------|------------------------------------|-----------------------------|------------------|
| 3.73) | dl_ustax_sales | tax reform: percentage sales in US | East and West since 03/2018 | once |

Wording of question

| | |
|---|---------------------|
| Mrz 18 | Further Information |
| <p>Tax reform in the USA</p> <p>What percentage of your annual turnover comes from the USA?</p> <p>_____ %</p> | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|----------------------|---|-----------------------------|------------------|
| 3.74) | dl_ustax_competition | tax reform: competition with US-companies | East and West since 03/2018 | once |

Wording of question

| | | | | | | | | | |
|---|---------------------|------------|----------|----------|--|--|--|--|--|
| Mrz 18 | Further Information | | | | | | | | |
| <p>Tax reform in the USA</p> <p>How does your company compete with companies from the USA?</p> <table border="1"> <tr> <td>strong [1]</td> <td>medium [2]</td> <td>weak [3]</td> <td>none [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table> | strong [1] | medium [2] | weak [3] | none [4] | | | | | |
| strong [1] | medium [2] | weak [3] | none [4] | | | | | | |
| | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------------|-----------------------------------|-----------------------------|------------------|
| 3.75) | dl_ustax_shortterm | tax reform: tax burden short term | East and West since 03/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------|-------------------|--------------|------|------|------|------|------|------|---------------------|--------------|-------------------|--------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Mrz 18 | | | | | | | | | | Further Information | | | | | | | | | | | | | | | | | | | | |
| <p>Tax reform in the USA</p> <p>Due to the tax reform the tax burden of your company will on the</p> <table border="1"> <tr> <td>short term</td> <td>decrease [1]</td> <td>stay the same [2]</td> <td>increase [3]</td> <td colspan="6"></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td colspan="6"></td> </tr> </table> | | | | | | | | | | short term | decrease [1] | stay the same [2] | increase [3] | | | | | | | | | | | | | | | | | |
| short term | decrease [1] | stay the same [2] | increase [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------------|----------------------------------|-----------------------------|------------------|
| 3.76) | dl_ustax_longterm | tax reform: tax burden long term | East and West since 03/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------|-------------------|--------------|------|------|------|------|------|------|---------------------|--------------|-------------------|--------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Mrz 18 | | | | | | | | | | Further Information | | | | | | | | | | | | | | | | | | | | |
| <p>Tax reform in the USA</p> <p>Due to the tax reform the tax burden of your company will on the</p> <table border="1"> <tr> <td>long term</td> <td>decrease [1]</td> <td>stay the same [2]</td> <td>increase [3]</td> <td colspan="6"></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td colspan="6"></td> </tr> </table> | | | | | | | | | | long term | decrease [1] | stay the same [2] | increase [3] | | | | | | | | | | | | | | | | | |
| long term | decrease [1] | stay the same [2] | increase [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|-----------------------------|-----------------------------|------------------|
| 3.77) | dl_ustax_export | tax reform: reaction export | East and West since 03/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------|---------------|--------------|------|------|------|------|------|------|---------------------|--------------|---------------|--------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Mrz 18 | | | | | | | | | | Further Information | | | | | | | | | | | | | | | | | | | | |
| <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1"> <tr> <td>Exports to the USA</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> <td colspan="6"></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td colspan="6"></td> </tr> </table> | | | | | | | | | | Exports to the USA | decrease [1] | no change [2] | increase [3] | | | | | | | | | | | | | | | | | |
| Exports to the USA | decrease [1] | no change [2] | increase [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|-----------------------------|-----------------------------|------------------|
| 3.78) | dl_ustax_import | tax reform: reaction import | East and West since 03/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------|---------------|---------------|--------------|---------------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|------|
| <p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1"> <tr> <td>Imports from the USA</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> </tr> </table> | Imports from the USA | decrease [1] | no change [2] | increase [3] | Further Information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Imports from the USA | decrease [1] | no change [2] | increase [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td>EAST</td> </tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | WEST | EAST |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|----------------|---------------------------------------|-----------------------------|------------------|
| 3.79) | dl_ustax_invus | tax reform: reaction investment in US | East and West since 03/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------|---------------|---------------|--------------|---------------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|------|
| <p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1"> <tr> <td>Investment in the US</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> </tr> </table> | Investment in the US | decrease [1] | no change [2] | increase [3] | Further Information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Investment in the US | decrease [1] | no change [2] | increase [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td>EAST</td> </tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | WEST | EAST |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|--|-----------------------------|------------------|
| 3.80) | dl_ustax_invger | tax reform: reaction investment in Germany | East and West since 03/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------|---------------|--------------|------|------|------|------|------|------|-----------------------|--------------|---------------|--------------|------|------|------|------|------|------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------------------------|
| <p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1"> <tr> <td>Investment in Germany</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> <td colspan="6"></td> </tr> </table> | | | | | | | | | | Investment in Germany | decrease [1] | no change [2] | increase [3] | | | | | | | Further Information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Investment in Germany | decrease [1] | no change [2] | increase [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> | | | | | | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | <p>WEST</p> <p>EAST</p> |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|--------------------|---|-----------------------------|------|
| 3.81) | dl_ustax_intelprop | tax reform: relocation of intellectual property | East and West since 03/2018 | once |
|-------|--------------------|---|-----------------------------|------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------|------|------|------|------|------|------|------|------|--------------|--------|------|------|------|------|------|------|------|------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------------------------|
| <p>Mrz 18</p> <p>Tax reform in the USA</p> <p>Will your company shift intellectual property (patents, brands, copyrights etc.) in the USA due to the US-Tax reform?</p> <table border="1"> <tr> <td>Yes [1]</td> <td>No [2]</td> <td colspan="8"></td> </tr> </table> | | | | | | | | | | Yes [1] | No [2] | | | | | | | | | Further Information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Yes [1] | No [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | online only! | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> | | | | | | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | <p>WEST</p> <p>EAST</p> |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|-------|---------|------------------------------------|-----------------------|------|
| 3.82) | dl_gdp1 | real gdp: % change comp. last year | West and East 08/2018 | once |
|-------|---------|------------------------------------|-----------------------|------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------|------|------|------|------|------|------|------|------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| <p>Aug 18</p> <p>By how many percent do you think the real GDP in Germany will change in 20XX compared to the previous year (20YY)?</p> <p>_____%</p> | | | | | | | | | | Further Information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | <p>XX= current year</p> <p>YY= previous year</p> <p>e.g. in 2018: 20XX=2018, 20YY=2017</p> <p>related to gdp3 und gdp4</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> </table> | | | | | | | | | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|--------------|------|
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST EAST | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|---------|---|-----------------------|------------------|
| 3.83) | dl_gdp2 | impact economic development on business situation | West and East 08/2018 | once |

Wording of question

| | | | | | | | | | | | |
|--|--------------------|----------------------|----------------------|--------------------|------------------|--|--|--|--|--|---------------------|
| <p>Aug 18</p> <p>How important is the general economic development in Germany for your business situation?</p> <table border="1"> <tr> <td>very important [1]</td> <td>important [2]</td> <td>not as important [3]</td> <td>less important [4]</td> <td>un-important [5]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table> | very important [1] | important [2] | not as important [3] | less important [4] | un-important [5] | | | | | | Further Information |
| very important [1] | important [2] | not as important [3] | less important [4] | un-important [5] | | | | | | | |
| | | | | | | | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|--------------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST EAST | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|----------|------------------|-----------------------|------------------|
| 3.84) | dl_fserv | foreign services | West and East 08/2018 | once |

Wording of question

| | | | | | |
|---|---------|--------|--|--|---------------------|
| <p>Aug 18</p> <p>Does your company currently provide services to persons or companies resident abroad and/or do you have plans for these activities in the next two years?</p> <table border="1"> <tr> <td>Yes [1]</td> <td>No [2]</td> </tr> <tr> <td></td> <td></td> </tr> </table> | Yes [1] | No [2] | | | Further Information |
| Yes [1] | No [2] | | | | |
| | | | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|--------------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST EAST | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|---|-----------------------|------------------|
| 3.85) | dl_fserv_curreu | current foreign services: in another European country | West and East 08/2018 | once |

Wording of question

| | | | |
|---|------------|--|---------------------|
| <p>Aug 18</p> <p>Does your company currently provide services to persons or companies resident abroad and/or do you have plans for these activities in the next two years?</p> <p>If yes,</p> <table border="1"> <tr> <td>in another</td> </tr> <tr> <td></td> </tr> </table> | in another | | Further Information |
| in another | | | |
| | | | |

| | | |
|----------|--|----------------------|
| | | European country [1] |
| current: | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|--|-----------------------|------------------|
| 3.86) | dl_fserv_currwo | current foreign services: outside Europe | West and East 08/2018 | once |

Wording of question

| | | | |
|--|--------------------|--------------------|---------------------|
| <p>Aug 18</p> <p>Does your company currently provide services to persons or companies resident abroad and/or do you have plans for these activities in the next two years?</p> <p>If yes,</p> <table border="1"> <tr> <td>current:</td> <td>outside Europe [1]</td> </tr> </table> | current: | outside Europe [1] | Further Information |
| current: | outside Europe [1] | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|---|-----------------------|------------------|
| 3.87) | dl_fserv_planeu | planned foreign services: in another European country | West and East 08/2018 | once |

Wording of question

| | | | |
|---|---------------------------------|---------------------------------|---------------------|
| <p>Aug 18</p> <p>Does your company currently provide services to persons or companies resident abroad and/or do you have plans for these activities in the next two years?</p> <p>If yes,</p> <table border="1"> <tr> <td>planned:</td> <td>in another European country [1]</td> </tr> </table> | planned: | in another European country [1] | Further Information |
| planned: | in another European country [1] | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | |
| | | | | | | | | EAST | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------------|--|-----------------------|------------------|
| 3.88) | dl_fserv_planwo | planned foreign services: outside Europe | West and East 08/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------------|--------------------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|
| <p>Aug 18</p> <p>Does your company currently provide services to persons or companies resident abroad and/or do you have plans for these activities in the next two years?</p> <p>If yes,</p> <table border="1"> <tr> <td>planned:</td> <td>outside Europe [1]</td> </tr> </table> | planned: | outside Europe [1] | Further Information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| planned: | outside Europe [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td> </tr> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td> </tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | WEST | | | | | | | | | | EAST | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|---------------------------------------|-----------------------|------------------|
| 3.89) | dl_fop_need | foreign operations challenge: no need | West and East 08/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------------------------|--------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|
| <p>Aug 18</p> <p>What aspects prevent or complicate foreign operations of your company?</p> <table border="1"> <tr> <td>no need / interest on our part</td> <td>Yes[1]</td> </tr> </table> | no need / interest on our part | Yes[1] | Further Information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| no need / interest on our part | Yes[1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td> </tr> <tr> <td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td> </tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | WEST | | | | | | | | | | EAST | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|--|-----------------------|------------------|
| 3.90) | dl_fop_risk | foreign operations challenge: high risk/cost of market development | West and East 08/2018 | once |

Wording of question

| | |
|--------|---------------------|
| Aug 18 | Further Information |
|--------|---------------------|

What aspects prevent or complicate **foreign operations** of your company?

| | |
|--|--------|
| | Yes[1] |
| high risk / cost of market development | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|--|-----------------------|------------------|
| 3.91) | dl_fop_qual | foreign operations challenge: no qualification | West and East 08/2018 | once |

Wording of question

Aug 18

What aspects prevent or complicate **foreign operations** of your company?

| | |
|--|--------|
| | Yes[1] |
| lack of qualification/ experience of employees | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |

WEST
EAST

Further Information

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|---|-----------------------|------------------|
| 3.92) | dl_fop_entry | foreign operations challenge: entry barrier | West and East 08/2018 | once |

Wording of question

Aug 18

What aspects prevent or complicate **foreign operations** of your company?

| | |
|--------------------------|--------|
| | Yes[1] |
| barrier to market access | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |

Further Information

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|---|-----------------------|------------------|
| 3.93) | dl_fop_dem | foreign operations challenge: no demand | West and East 08/2018 | once |

Wording of question

| | | | |
|---|--------|-------------------------|---------------------|
| <p>Aug 18</p> <p>What aspects prevent or complicate foreign operations of your company?</p> <table border="1"> <tr><td>Yes[1]</td></tr> <tr><td>no demand for our offer</td></tr> </table> | Yes[1] | no demand for our offer | Further Information |
| Yes[1] | | | |
| no demand for our offer | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-----------|--|-----------------------|------------------|
| 3.94) | dl_fop_ip | foreign operations challenge: protection intellectual property | West and East 08/2018 | once |

Wording of question

| | | | |
|--|--------|--|---------------------|
| <p>Aug 18</p> <p>What aspects prevent or complicate foreign operations of your company?</p> <table border="1"> <tr><td>Yes[1]</td></tr> <tr><td>lack of protection of intellectual property / data</td></tr> </table> | Yes[1] | lack of protection of intellectual property / data | Further Information |
| Yes[1] | | | |
| lack of protection of intellectual property / data | | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|---|-----------------------|------------------|
| 3.95) | dl_fop_stand | foreign operations challenge: different standards | West and East 08/2018 | once |

Wording of question

| | |
|--------|---------------------|
| Aug 18 | Further Information |
|--------|---------------------|

What aspects prevent or complicate **foreign operations** of your company?

| | |
|------------------------------------|--------|
| | Yes[1] |
| different standards / norms abroad | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------------|--|-----------------------|------------------|
| 3.96) | dl_fop_cultb | foreign operations challenge: cultural/language barriers | West and East 08/2018 | once |

Wording of question

Aug 18

What aspects prevent or complicate **foreign operations** of your company?

| | |
|------------------------------|--------|
| | Yes[1] |
| cultural / language barriers | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

Further Information

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|-------------------------------------|-----------------------|------------------|
| 3.97) | dl_fop_oth | foreign operations challenge: other | West and East 08/2018 | once |

Wording of question

Aug 18

What aspects prevent or complicate **foreign operations** of your company?

| | |
|---------------|--------|
| | Yes[1] |
| Others: _____ | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |

Further Information

These comments are not part of the KT-Dataset. For access they have to be requested at EBDC, separately.

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|-------|----------|---------------|-----------------------|------------------|
| 3.98) | dl_found | founding year | West and East 09/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|------|
| <p>Sep 18</p> <p>In which year was your company / business founded?</p> <p>_____</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td>EAST</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | WEST | EAST |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------------|-----------------------------|-----------------------|------------------|
| 3.99) | dl_forsales | sales: % in foreign country | West and East 09/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|------|
| <p>Sep 18</p> <p>How many percent of your sales does your company / business make abroad?</p> <p>_____</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td>EAST</td></tr> </table> | | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | WEST | EAST |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------------|---|-----------------------------|------------------|
| 3.100) | dl_invit_dj | investment in Software/database this year | West and east since 11/2018 | May, Nov. |

Wording of question

| | | | | |
|--|-------------------|-----------------------|-------|--|
| <p>Nov 18</p> <p>Special question investments (only in May and November)</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr><td>Total investments</td></tr> <tr><td>-Software/ Datenbases</td></tr> <tr><td>+ [1]</td></tr> </table> | Total investments | -Software/ Datenbases | + [1] | <p>Further information</p> <p>20XX = last year 20WW = this year</p> <p>3.21) dl_invest_lj 3.22) dl_invcon_lj 3.23) dl_inveq_lj</p> |
| Total investments | | | | |
| -Software/ Datenbases | | | | |
| + [1] | | | | |

| | | | | | | | | | |
|--|-------|--|------|------|------|------|------|------|------|
| In the current year our investments (20WW** compared to 20XX**) | = [2] | 3.24) dl_invest_dj 3.25) dl_invcon_dj 3.26) dl_inveq_dj 3.27) dl_invest_nj 3.28) dl_invcon_nj 3.29) dl_inveq_nj 3.134) dl_invit_lj | | | | | | | |
| | - [3] | | | | | | | | |
| Time span of variable | | Label in data set: += increased [1] = not changed [2] - = decreased [3] | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| | | | | | | | | WEST | EAST |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------------|---|-----------------------------|------------------|
| 3.101) | dl_invit_nj | investment in Software/database next year | West and east since 11/2018 | May, Nov. |

Wording of question

| | | | | | | | | | | | | |
|---|--|-----------------------|---|---|-------|------|-------|------|------|-------|--|---|
| Nov 18 | Further information | | | | | | | | | | | |
| <p>Special question investments (only in May and November)</p> <table border="1"> <tr> <td rowspan="3">Next year our investments will likely be (20YY** compared to 20WW**)</td> <td>Total investments</td> <td rowspan="3">3.21) dl_invest_lj 3.22) dl_invcon_lj 3.23) dl_inveq_lj 3.24) dl_invest_dj 3.25) dl_invcon_dj 3.26) dl_inveq_dj 3.27) dl_invest_nj 3.28) dl_invcon_nj 3.29) dl_inveq_nj 3.134) dl_invit_lj</td> </tr> <tr> <td>-Software/ Datenbases</td> </tr> <tr> <td>+ [1]</td> </tr> <tr> <td></td> <td>= [2]</td> <td></td> </tr> <tr> <td></td> <td>- [3]</td> <td></td> </tr> </table> | Next year our investments will likely be (20YY** compared to 20WW**) | Total investments | 3.21) dl_invest_lj 3.22) dl_invcon_lj 3.23) dl_inveq_lj 3.24) dl_invest_dj 3.25) dl_invcon_dj 3.26) dl_inveq_dj 3.27) dl_invest_nj 3.28) dl_invcon_nj 3.29) dl_inveq_nj 3.134) dl_invit_lj | -Software/ Datenbases | + [1] | | = [2] | | | - [3] | | <p>20YY = next 20WW = this year</p> |
| Next year our investments will likely be (20YY** compared to 20WW**) | | Total investments | | 3.21) dl_invest_lj 3.22) dl_invcon_lj 3.23) dl_inveq_lj 3.24) dl_invest_dj 3.25) dl_invcon_dj 3.26) dl_inveq_dj 3.27) dl_invest_nj 3.28) dl_invcon_nj 3.29) dl_inveq_nj 3.134) dl_invit_lj | | | | | | | | |
| | | -Software/ Datenbases | | | | | | | | | | |
| | + [1] | | | | | | | | | | | |
| | = [2] | | | | | | | | | | | |
| | - [3] | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | |
| 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | | | |
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | | | |
| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | | | |
| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | | | |
| | | | | | | | | WEST | EAST | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------------------|---|-------------------|------------------|
| 3.102) | dl_sec_management | sector - questionnaire completed in: management | West East 12/2018 | once |

Wording of question

| | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|
| since 12/2018 | Further information | | | | | | | | |
| <p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <table border="1"> <tr> <td>management</td> <td>[1]</td> </tr> </table> | management | [1] | | | | | | | |
| management | [1] | | | | | | | | |
| Time span of variable | | | | | | | | | |
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| | | | | | | | | | |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------------------|--|-------------------|------------------|
| 3.103) | dl_sec_controlling | sector - questionnaire completed in: controlling | West East 12/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------------------------------------|------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|
| <p>since 12/2018</p> <p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 80%;">Finance / Controlling / Accounting</td> <td style="width: 20%;">[1]</td> </tr> </table> | Finance / Controlling / Accounting | [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Finance / Controlling / Accounting | [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td><td>2000</td> </tr> <tr> <td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td> </tr> <tr> <td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td> </tr> </table> | | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | WEST | | | | | | | | | | EAST | | |
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|------------------|--|-------------------|------------------|
| 3.104) | dl_sec_marketing | sector - questionnaire completed in: marketing | West East 12/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------------------|------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|
| <p>since 12/2018</p> <p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 80%;">Sale / Marketing</td> <td style="width: 20%;">[1]</td> </tr> </table> | Sale / Marketing | [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Sale / Marketing | [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td><td>2000</td> </tr> <tr> <td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td> </tr> <tr> <td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td> </tr> </table> | | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | WEST | | | | | | | | | | EAST | | |
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------------|--|-------------------|------------------|
| 3.105) | dl_sec_other | sector - questionnaire completed in: other | West East 12/2018 | once |

Wording of question

| | | | | | | | | | | | |
|---|---------------------|------|---------------------|------|------|------|------|------|------|------|------|
| <p>since 12/2018</p> <p>In which sector of your company/enterprise the questionnaire of the ifo Business Survey will be completed?</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 80%;">Other, description:</td> <td style="width: 20%;">[1]</td> </tr> </table> | Other, description: | [1] | Further information | | | | | | | | |
| Other, description: | [1] | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td><td>2000</td> </tr> </table> | | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | | |

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-----------------|---|-------------------|------------------|
| 3.106) | dl_pos_director | position - questionnaire completed by: director | West East 12/2018 | once |

Wording of question

| | | | |
|---|--|-----|---------------------|
| <p>since 12/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <table border="1"> <tr> <td>Owner / Director / Authorised officer / Board member</td> <td>[1]</td> </tr> </table> | Owner / Director / Authorised officer / Board member | [1] | Further information |
| Owner / Director / Authorised officer / Board member | [1] | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|----------------|--|-------------------|------------------|
| 3.107) | dl_pos_manager | position - questionnaire completed by: manager | West East 12/2018 | once |

Wording of question

| | | | |
|---|------------------------------|-----|---------------------|
| <p>since 12/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <table border="1"> <tr> <td>manager / head of department</td> <td>[1]</td> </tr> </table> | manager / head of department | [1] | Further information |
| manager / head of department | [1] | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------------------|--|-------------------|------------------|
| 3.108) | dl_pos_teamleader | position - questionnaire completed by: team leader | West East 12/2018 | once |

Wording of question

| | | | |
|--|-------------|-----|---------------------|
| <p>since 12/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <table border="1"> <tr> <td>Team leader</td> <td>[1]</td> </tr> </table> | Team leader | [1] | Further information |
| Team leader | [1] | | |

Time span of variable

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |
|------|------|------|------|------|------|------|------|------|------|

| | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|
| | | | | | | | | | |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
| | | | | | | | WEST | | |
| | | | | | | | EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------------|--|-------------------|------------------|
| 3.109) | dl_pos_clerk | position - questionnaire completed by: clerk | West East 12/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-------|------|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|
| <p>since 12/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 80%;">Clerk</td> <td style="width: 20%;">[1]</td> </tr> </table> | Clerk | [1] | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Clerk | [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td><td>2000</td></tr> <tr><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td></tr> <tr><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td></tr> </table> | | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | WEST | | | | | | | | | | EAST | | |
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------------|--|-------------------|------------------|
| 3.110) | dl_pos_other | position - questionnaire completed by: other | West East 12/2018 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|------|--|--|
| <p>since 12/2018</p> <p>Which name most likely applies to the position of the usually completing (the questionnaire) person?</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 80%;">Other, description:</td> <td style="width: 20%;">[1]</td> </tr> </table> | Other, description: | [1] | <p>Further information</p> <p>These comments are not part of the KT-Dataset. For access they have to be requested at EBDC, separately.</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other, description: | [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td><td>2000</td></tr> <tr><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td></tr> <tr><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td><td>2020</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td></tr> </table> | | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | WEST | | | | | | | | | | EAST | | |
| 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |